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ABSTRACT

The prupose of the study was to: (1) identify the agribusiness firms within Wisconsin's Vocational-Technical and Adult Education (VTAE) District One, (2) identify the occupations of those employed in the industry, (3) identify present and future employment need for identified skills along with training needs for those currently employed in agribusiness occupations, and (4) integrate the data for program planning. Job titles were defined in each of 26 agribusiness categories and a total of 1,428 firms in the categories were randomly sampled to determine the current number of employees, vacancies, expected employment increases, training required for the job, and potential extension courses in business, animal science, crops, soils, and agriculture engineering. An agribusiness directory of 38 pages was compiled, giving the agribusiness industry, name, address, and telephone number of each employer by type of business. Summaries of survey data showing employment and educational training needs are presented in 17 tables. The survey instrument and other project data are appended. (MF)

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FINAL REPORT

Project Number
01-038-151-226

DETERMINING ADULT AGRIBUSINESS TRAINING NEEDS

Donald L. Ahrens
Agriculture Coordinator

and

Agriculture Staff

VOCATIONAL, TECHNICAL AND ADULT EDUCATION DISTRICT ONE
Eau Claire, Wisconsin

June, 1976

The research reported herein was performed pursuant to a grant or contract with the Wisconsin Board of Vocational, Technical and Adult Education, partially reimbursed from an allocation of Federal funds from the U. S. Office of Education, U. S. Department of Health, Education and Welfare. Contractors undertaking such projects under Government sponsorships are encouraged to express freely their professional judgment in the conduct of the project. Points of view or opinions stated do not, therefore, necessarily represent official State Board or U. S. Office of Education position or policy.

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CHAPTER I

INTRODUCTION

The farming and agribusiness community in the United States is the largest single business employer. This industry is responsible for the feeding of over two hundred million Americans plus countless others in numerous countries around the world. Total sales of agricultural products abroad will bring in an estimated 22 billion dollars, far and away the largest single source of U. S. sales abroad.

Production per worker in U. S. agriculture is the envy of the world, having nearly tripled in the last twenty years. Figures show that output per man-hour in agriculture has increased three times as fast as per man-hour in the nonfarm sector.

Farmers are the nation's biggest private spenders, laying out billions of dollars for tractors, combines, trucks, fertilizer, seed, chemicals and countless other supplies. Investment per worker on U. S. farms is nearly $100,000 vs. $55,000 in manufacturing.

In Wisconsin, about 30 percent of all employees have occupations in agribusiness. Hence, Wisconsin's agriculture makes a vital contribution to the economic stability of this state.

Agriculture is very important within the boundaries served by VTAE District One. This includes all of five counties and portions of six other counties covering approximately 5,500 square miles in west central Wisconsin. The basically rural nature of the nearly quarter million people who reside in the area is illustrated by the fact that nearly

62 percent of these people reside on farms or in small towns and villages of less than 2,500 population.

The work force in the district engaged in agriculture consists of 21.5 percent which is the largest single industry within the district. It accounts for approximately 18,000 jobs.

Statistics indicated that VTAE District One has more (1) farms with over $10,000 sales, (2) farm operators under 34 years of age, (3) overall farm population and (4) dairy cow numbers than any other district in the state. A farm population of 50,358 are farming 10,000+ farms with an average size of 216 acres. Fifty-eight hundred of these farms have over $10,000 in sales. This farm population must be and is backed by a large and complex agribusiness work force.

These agribusinesses must provide services, processing and marketing functions in support of area farmers. This takes a large work force. A sizable number of these people employed in agribusiness firms are in need of continuing education. There is a need to study these continuing education needs for those presently employed in this essential business and industry. Available information on a district basis about the number and kind of agribusiness firms operating therein is lacking. There has been no concentrated effort taken to study their educational needs.

The main purpose of this study was to identify the agribusiness firms within the district and to determine the needs of their employees for continuing vocational and technical education.

Specific objectives of this research project were as follows:

1. Identify the agribusinesses within the district.

2. Identify the occupations (and job classifications) of those employed in this industry.

3. Identify a present and future employment need for identified skills and competencies, along with training needs for those currently employed in agribusiness occupations.

4. Integrate the data into information which will provide for program planning in this district and can be used as a guide for administrative decision making, budgeting, and program planning.

CHAPTER II

METHODOLOGY

A brief summary (Appendix A) of the project was written. This was presented to the agriculture staff in an effort to acquaint them with methodology. Staff members were asked for input regarding the successful carrying out of the project.

The first task of this project was to identify all the agribusiness firms, except farming, within the district. The following means were used to do this:

1. The agriculture staff was divided and assigned to look at the county assessor rolls in each of the eleven counties served by VTAE District One.

2. The yellow pages in telephone directories of the district's towns and villages were screened for agribusiness firms.

3. Letters (Appendix B) were sent to Wisconsin Power Equipment Retailors Association; Wisconsin Feed, Seed, and Farm Supply Association; Wisconsin Canners and Freezers Association; Wisconsin Federation of Cooperatives; Wisconsin Agribusiness Counsel, and others (Appendix B) asking them for agribusiness firms operating within the area served by VTAE District One.

4. A letter was sent to agriculture instructors of high schools in the district asking for assistance in identifying agribusiness firms.

5. Local papers were scanned for advertising that might identify agribusiness firms.

6. Agribusiness firms were identified in data obtained from Job Service.

The identified agribusiness firms were divided into the following 26 categories:

1 - Ag Services
2 - Artificial Insemination
3 - Auctioneers/Auction Markets
4 - Banks/Financing
5 - Building Contractors
6 - Building Materials
7 - Cheese/Cheese Factories
8 - Concrete
9 - Dairies/Creameries
10 - Dairy Equipment & Supplies
11 - Dairy Products
12 - Excavating/Excavating Equipment
13 - Farm Equipment (Implement)
14 - Farm Equipment (Non-Implement)
15 - Farm Supply
16 - Feed/Seed
17 - Fertilizers
18 - Foods/Food Processing
19 - Forest Products
20 - Horticulture: Gardening, Landscaping, and Surveying
21 - Livestock
22 - Meats: Production, Manufacturing, and Distribution
23 - Rendering Companies
24 - Trucking
25 - Veterinary
26 - Miscellaneous

Once the above was completed, the firms in each category were compiled under the headings listed below. An alphabetical listing by city in the district was then made.

AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.

The listing of the agribusiness firms was compiled in this manner to facilitate its use at a later date. For example, if a course in animal nutrition is to be offered on a district-wide basis, a letter announcing this could be sent to all the firms listed under Feed/Seed (first column). Should plans be to offer the course in one area to a limited number of people, only the cities to be involved (second column) could be circled. Again, an announcement letter could be sent but only to those firms circled.

It should be noted that there is some duplication of agribusiness firms under some of the headings; i.e., Augusta Feed and Seed appears under Farm Supply, Feed/Seed and Fertilizers. This would indicate that this firm is involved in all three enterprises.

The survey instrument (Appendix C) was developed to get the maximum information in a minimum amount of interview time. Information sought from the survey instrument included:

1. Employment needs of the agribusiness firms for full-time people; i.e., number of full-time people employed now, number of vacancies now and expected changes in employment in next five years.
2. Minimum educational level desired for full-time employees.
3. Part-time and seasonal employees' needs along with months needed.
4. Follow-up of graduates from VTAE programs.
5. Suggested occupational extension courses to upgrade employees.
6. Suggestions for new full-time agriculture programs.

The survey instrument was administered through personal interview. Every third firm in the agribusiness directory was selected as a

business for a potential interview. If the interviewer determined the identified firm not to be representative, the option of interviewing the firm either just above or below was given.

The survey instruments were summarized upon completion of the personal interviews. File folders were made for each of the 26 agribusiness categories. The completed survey instruments were sorted into these files. A summary form (Appendix D) was also put into each file. Job titles common to each of the agribusiness categories were determined. Upon completion of this, final summarization took place.

CHAPTER III

FINDINGS

The total number of agribusiness firms identified in the 26 agribusiness categories was 1,428. As was indicated in the previous chapter, there was some duplication if a firm was involved in a number of agricultural enterprises. A complete listing of these firms is given in Table 1.

A total of 231 agribusiness firms were personally interviewed. This represents 16.18% of the 1,428 identified agribusiness firms within VTAE District One. This percentage would likely be over 20 percent if the duplication factor had not been involved. For example, again using Augusta Feed and Seed, the firm was reported under three categories due to its size. Yet the visit interview was counted as only one.

Please note: The following 39 pages constitute a table depicting the name, location, and category of all of the various agribusinesses within District One which were surveyed. For continued narrative relating to these findings, please proceed to page 48.

Table 1

Agribusiness Directory

AGRICULTURE

AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
.. SERVICES				
SCS	Alma, WI	Buffalo County ASC Office	317 2nd Street, Alma	
	Chippewa Falls, WI	Chippewa County ASC Office	502 N. Bridge St., Chip.	
	Durand, WI	Pepin County ASC Office	307 W. Madison, Durand	
	Eau Claire, WI	SCS Office (USDA)		
	Ellsworth, WI	Pierce Cty. ASC Office	130 N. Chestnut, Ellsworth	
	Menomonie, WI	Dunn Cty. ASC Office	800 Wilson Ave. Menomonie	
	Neillsville, WI	Clark Cty. ASC Office	Neillsville, WI	
OIL TESTING				
	Altoona	Northwest Testing Lab	219 10th St. West	832-7418
	Bruce	Rusk County Soil Testing	Bruce	868-4850
	Colfax	Commercial Testing Lab	514A Main	962-3121
	Eau Claire	Dittdorf Engineering Co.	1903 Western Ave.	834-0513
	Eau Claire	Experc Soil Testing Serv.	1316 Fairfax	835-0693
	Hudson	Zappa Brothers	Monroe N.	386-2850
	River Falls	Certified Soil Testing	641 Hazel	425-7053
THER	Alma, WI	Buffalo Cty. Farm Bureau	Route 1, Alma 54610	
	Eau Claire, WI	Wis. Farm Development	131 S. Barstow St, Eau Claire, WI 54701	
	Greenwood, WI	Clark Cty. Farm Bureau	Route 3, Box 29, Greenwood	
	Menomonie, WI	Agri-Records Cooperative	1419 Tainter, Menomonie	235-3090
	Menomonie, WI	Riverview Ag. Service, Inc.	303 2nd N.W., Menomonie	235-7181
	River Falls, WI	Pierce Cty. Farm Bureau	Box 42, River Falls, 54022	

AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO
ARTIFICIAL INSEMINATION	Boyceville	William Rausch, Jr.	103 Railroad Ave.	
	Colfax	Gust Fehr	Box 1714	
	Durand	Howard Buros	Route 2, Box 233	
	Durand	Keith Wolfe	511 7th Ave., East	
	Eau Claire	American Breeders Service	618 S. Barstow St.	832-6308
	Elk Mound	Robert Kenefick	Box 102	
	Ellsworth	Midwest Breeding Service	385 W. Main	273-5150
	Elmwood	William Sylla	Box 117	
	Fall Creek	Arnie Zimmerman	Route 1	
	Granton	Tri-State Breeders	Granton, WI	238-7127
	Greenwood	American Breeders Service	Greenwood	
	Greenwood	Tri-State Breeders	Greenwood, WI	
	Menomonie	Gilbert Harvey	Route 6	
	Menomonie	Dale Schindler	Route 4, Homers Mobile Ct.	
	Mondovi	Kenneth L. Gerhardt	495 W. Mill St.	
	Mondovi	Dennis Thompson	172 N. Washington	
	Osseo	Claire Hanson	Route 2	
	Osseo	Vernon Nyen	Route 4	
	Ridgeland	Clare Waldenberger	Route 1, Bx 217	
	Rock Falls	Don Wollum	Route 1	
	River Falls	American Breeders Service	Route 2	425-7337
	Stanley	Tri-State Breeders	Route 3	644-2507
	Strum	Daniel J. Barber	Box 151, 5th Ave	

AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO
AUCTIONEERS/ AUCTION MARKETS	Chippewa Falls	Thorp Acution Service	101 N. Bridge St.	723-4476
	Eau Claire	Equity Coop Livestock Mkt.	Hwy. 53	835-3104
	Eau Claire	George Farmer		832-3195
	Eau Claire	Roy ?		832-8689
	Eau Claire	L. L. Stewart		834-6664
	Gilmanton	Francis Werlein	Route 3	
	Mondovi	Heike Realty		926-4422
	Thorp	Thorp Auction Service	113 N. Washington	

AGRICULTURE

AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO
BANKS/ FINANCING Page 2	Mondovi	PCA	148 N. Eau Claire St.	
	Neillsville	First Fed Savings & Loan	600 Hewett	743-3381
	Neillsville	First Natl. Bank	Neillsville	
	Neillsville	Neillsville Bank	500 West	743-3144
	Neillsville	Production Credit Assoc.	700 E. Division	743-3201
	Neillsville	Thorp Financial Services	547 Hewett St.	743-3192
	New Auburn	Bank of New Auburn	New Auburn	
	Osseo	Bank of Osseo	Osseo	597-3136
	Osseo	Osseo Finance, Inc.	214 7th	
	Owen	Owen-Curtiss State Bank	219 N. Central	
	Pepin	American Bank of Pepin	Pepin	442-2311
	Pigeon Falls	Pigeon Falls State Bank	Pigeon Falls	983-2295
	Plum City	Plum City Branch of Spring	Valley/409 Main	647-3791
	River Falls	Falls Credit Union	River Falls	
	River Falls	Fed. Land Bank	River Falls	
	River Falls	First National Bank	River Falls	
	River Falls	Northwest Mortgage Corp.	River Falls	
	River Falls	PCA	P.O. Box 196	425-6191
	River Falls	River Falls Fed. Savings	River Falls	
	River Falls	River Falls State Bank	River Falls	
	Roberts	State Bank of Roberts	Roberts	749-3181
	Spring Valley	Bank of Spring Valley	Spring Valley	
	Stanley	Farmers & Merchants State	Bk, 101 N. Broadway	644-5556
	Strum	Bank of Osseo-Strum	109 5th Ave. North	695-3315
	Strum	Strum Credit Union	104 5th Ave.	
	Thorp	1st Fed. of Black River Fls.	108 W. Prospect	
	Thorp	People's Exchange Bank	300 N. Washington	669-5561
	Thorp	PCA	112 N. Washington	
	Waumandee	Waumandee State Bank	Waumandee	626-3131
	Wheeler	First Natl. Bank/Menomonie	Hwy 25 (Wheeler Branch)	632-2441
	Whitehall	John G. Melby & Co. Bank	Main St., Whitehall	538-4358
	Withee	State Bank of Withee	Withee	
	Woodville	Citizen's State Bank	Woodville	698-2411
	Chippewa Falls	Federal Land Bank	Chippewa Falls	

AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO
BANKS/ FINANCING	Alma	The American Bank	Alma	685-4461
	Augusta	People's State Bank	145 W. Lincoln	286-2223
	Bloomer	People's State Bank	1401 Main	568-1100
	Boyceville	Natl. Bank of Boyceville	407 Main	643-2811
	Boyd	State Bank of Boyd	Boyd	667-3231
	Cadott	Citizen's State Bank	Cadott	289-4253
	Cameron	Colfax Dairy Credit Co.	612 Main Street, Cameron	
	Chippewa Falls	Chippewa Valley Finance	12 W. Central	723-4446
	Chippewa Falls	First National Bank		723-5531
	Chippewa Falls	Northwestern Bank	202 N. Bridge	723-4461
	Chippewa Falls	Production Credit Assoc.	21 East Spruce	723-4846
	Chippewa Falls	Thorp Finance Corp.	101 N. Bridge	723-4476
	Chippewa Falls	Wisconsin Finance Corp.	209 N. Bridge	723-2842
	Cochrane	Cochrane State Bank	Cochrane	248-2236
	Colfax	Peoples State Bank	600 Main	926-3141
	Cornell	Northwestern Bank	201 Main St.	239-6414
	Durand	Northern Investment Co.	302 Main	
	Durand	Security Natl. Bank	212 W. Prospect	672-4237
	Eau Claire	American Natl. Bank	204 E. Grand	832-9721
	Eau Claire	Beneficial Finance	217 N. Barstow	835-6108
	Eau Claire	CIT Financial Services	407 E. Barstow	835-6123
	Eau Claire	Community State Bank		832-3467
	Eau Claire	Citizen's Loan	118 E. Grand Ave.	835-6117
	Eau Claire	Commercial Credit Corp.	2802 London Square	832-1637
	Eau Claire	Eau Claire Coop Oil Cr.Un.		835-1591
	Eau Claire	First Fed. Savings/Loan		834-7741
	Eau Claire	First Wis. Natl. Bank	131 S. Barstow	835-3111
	Eau Claire	G.M.A.C. Time Payment Plan	727 Kenney Ave.	832-8351
	Eau Claire	Gateway Credit	1498 S. Hastings Way	832-9751
	Eau Claire	Kohnen, Michael P.& Assoc.	709 2nd Ave.	834-4841
	Eau Claire	London Square Bank		834-5327
	Eau Claire	Morris Plan of Wis.	605 Walker Ave.	835-6131
	Eau Claire	Pacific Finance	1508 S. Hastings Way	834-7103
	Eau Claire	Thorp Finance Corp	2633 E. Clairemont	832-3446
	Eleva	Bank of Osseo	Eleva	287-4412
	Elmwood	First State Bank	601 Main	639-5411
	Ellsworth	Bank of Ellsworth	388 W.Main	273-4336
	Ellsworth	Ellsworth Credit Union	233 North Morse St.	273-4130
	Fall Creek	State Bank of Fall Creek	103 E. Lincoln Ave.	877-2311
	Gilman	State Bank of Gilman	Gilman	937-3135
	Glenwood City	First Natl. Bank of Glenwd.	204 E. Oak	265-4211
	Granton	Citizen's State Bk/Loyal	Granton	238-7169
	Greenwood	Badger State Agri. Credit	Greenwood	267-7291
	Greenwood	Greenwood Coop Credit Un.	116 N. Main	
	Greenwood	Farmers & Merchants Bank	212 S. Main	267-6108
	Hager City	Hiawatha Ntl. Bank	Hager City	
	Lublin	People's Exchange Bank	Lublin	669-5595
	Maiden Rock	First Natl. Bank	Maiden Rock	448-3311
	Menomonie	Bank of Menomonie	602 2nd	235-2144
	Menomonie	First Natl. Bank	200 Main	235-5511
	Menomonie	Menomonie Farmers Cr.Un.	Menomonie	
	Menomonie	United Bank	516 Main	235-5521
	Mondovi	Community Coop Cr. Union	205 S. Eau Claire	926-3600
	Mondovi	First Natl. Bank	245 S. Eau Claire	926-4235
	Mondovi	Mondovi State Bank	201 S. Eau Claire	926-4299
	Mondovi	Northern Investment Co.	116 W. Main	

AGRICULTURE

AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE
BUILDING CONTRACTORS	Altoona	Johnson Const.	Altoona	832 7111
	Arkansaw	Sievwright Const.	Arkansaw	
	Bay City	Bay City Sand Co.	Bay City	
	Bay City	Messal's Const.	Bay City	
	Bay City	James Miller	Bay City	
	Bay City	Schoeder Constr. Co.	Bay City	
	Bay City	Sorensen Pump Serv.	Bay City	
	Beldenville	Bauer Masonry Const.	Beldenville	
	Beldenville	Olaf Steen	Beldenville	
	Bloomer	Concrete Placement Corp.	P.O. Box 101	568-4122
	Bloomer	Indianhead Contr.	903 21st Ave.	568-3693
	Bloomer	McGlothlin, Wm. Const.	1514 11th Ave.	568-9514
	Bloomer	Tri-County Cont. Inc.	1523 16th Ave.	568-6354
	Cadott	John Zimmerman (Chromalloy)	Rt. 3	289-4112
	Cadott	Eugene Hakes (Chromalloy)	Rt. 1	289-4531
	Cadott	Clarence Brown(Chromalloy)	Rt. 2	289-4572
	Chippewa Falls	Bauman Constr.	RFD 1, Hallie	723-9466
	Chippewa Falls	Brown Bldg.	Rt. 6	723-2141
	Chippewa Falls	Ernest Dejno(Chromalloy)	Rt. 3	288-6823
	Chippewa Falls	Ray Dejno (Chromalloy)	121 W. Elm Street	723-1353
	Chippewa Falls	Glen Bernier(Chromalloy)	Rt. 3	288-6874
	Chippewa Falls	Max Gunther	Rt. 3	288-6785
	Chippewa Falls	Fred Holtz	Chip. Falls	723-6309
	Chippewa Falls	Arthur Horgen	Rt. 1	723-7456
	Chippewa Falls	Perrenoud, Inc.	Chip. Falls	723-0318
	Chippewa Falls	Senn Blacktop	Rt. 7	723-7928
	Chippewa Falls	Smeskey Pole Bldg.	Rt. 7	723-5348
	Chippewa Falls	Mitchell Const.	Chip Falls	
	Chippewa Falls	Tschopp-Durch Camastral Co.	Chip. Falls	835-3161
	Chetek	Certified Concrete	Rt. 1	837-1573
	Durand	Durand Bldrs.	Durand	
	East Ellsworth	Boothe Well Drilling	East Ellsworth	
	East Ellsworth	Meacham Electric	East Ellsworth	
	Eau Claire	American Materials Corp.	Eau Claire	836-2251
	Eau Claire	Associated Bldrs.	444 Gilbert Ave.	
	Eau Claire	Barnhardt Better Built	Rt. 4	834-2209
	Eau Claire	Bergman Blacktop	Eau Claire	834-0591
	Eau Claire	Blakeley, Inc.	Eau Claire	834-9221
	Eau Claire	Burgess Const.	Eau Claire	
	Eau Claire	C. R. Day		832-5675
	Eau Claire	Dell Constr.	Eau Claire	834-0501
	Eau Claire	Fagan Const.	2125 Altoona, Eau Claire	
	Eau Claire	HaselwanderBros.	3902 LaSalle	
	Eau Claire	Hyhl-Grohn Const. Co.	W. Clairemont	
	Eau Claire	Hintzman Contractors	Eau Claire	
	Eau Claire	Hoeppner-Bartlett Co.	Eau Claire	835-3179
	Eau Claire	Indianhead Const.	Eau Claire	834-8892
	Eau Claire	Jensen, Wayne Inc.	Eau Claire	834-2059
	Eau Claire	Local Roofing	Eau Claire	
	Eau Claire	Kleiner Lumber Co.	Eau Claire	835-6119
	Eau Claire	Lawrence D. Lee	Eau Claire	834-1219
	Eau Claire	Market & Johnson	Eau Claire	834-1213
	Eau Claire	Pabisch Homes Inc.	Eau Claire	835-1000

AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO
BUILDING CONTRACTORS Page 2	Eau Claire	Pember Const.	Eau Claire	835-1311
	Eau Claire	Bill Peavey Inc.	Corydon Rd.	
	Eau Claire	Wm. C. Schaefer	Eau Claire	832-1316
	Eau Claire	Gilbert Statz	Eau Claire	832-8128
	Eleva	Orville Myren Const.	Eleva	
	Elk Mound	Joel M. Rhude	Elk Mound	
	Ellsworth	B C D Const.	Ellsworth	
	Ellsworth	Borst Constr.	Ellsworth	
	Ellsworth	Brookshaw PLBG. & Htg.	Ellsworth	
	Ellsworth	Eaton's Heating/Sheet Metal	/Ellsworth	
	Ellsworth	Foley, Gerald V.	Ellsworth	
	Ellsworth	Forss Electric	Ellsworth	
	Ellsworth	J & H Constr.	Ellsworth	
	Ellsworth	Wilfred E. Janisch	Ellsworth	
	Ellsworth	Nelson, Orville & Sons	Ellsworth	
	Ellsworth	St. Croix Elec.	Ellsworth	
	Ellsworth	Schingledecker Masonry	Ellsworth	
	Elmwood	Lechner Plbg. & Htg.	Elmwood	
	Elmwood	Manor Constr.	Elmwood	
	Elmwood	OConnell Constr.	Elmwood	
	Elmwood	Radtke Constr.	Elmwood	
	Gilman	Vincent Lato	Gilman	937-2915
	Greenwood	Lindner Const.	Greenwood	
	Hager City	H. L. Thumann	Hager City	
	Jim Falls	Lemke Const.	Jim Falls	382-4453
	Knapp	Shackleton Bldg.	Knapp	
	Lublin	Mike Lew	Lublin	
	Maiden Rock	Blodgett Pole Shed	Maiden Rock	
	Maiden Rock	Maiden Rock Silica Sand	Maiden Rock	
	Maiden Rock	Wiesers Sand & Gravel	Maiden Rock	
	Marathon	County Concrete Corp.	Marathon	443-2434
	Menomonie	Don's Const.	Menomonie	
	Menomonie	Pearson Agri-Systems	Rt. 2	235-0616
	Menomonie	Rochester Silos	Rt. 2	235-7079
	Menomonie	Schmitz Blrs.	Menomonie	
	Menomonie	Myron Smith	Menomonie	
	Mondovi	Albert Constr. Co.	335 W. Water	
	Mondovi	D & B. Const.	Rt. 1, Box 36	
	Mondovi	Dregney Const.	Mondovi	
	Mondovi	Segerstrom Harvestore	Rt.1	
	Mondovi	Whilwam Const.	Rt. 1	
	Neillsville	Gaier Constr. Corp.	RFD 1	743-2871
	Neillsville	R & S Septic Tank	RFD 2	743-3622
	Neilleville	Tesmer Const. Co.	Neillsville	
	NewAuburn	J & F Agri-Bldgs.	New Auburn	237-2691
	New Auburn	Williams & Wacke Const.	New Auburn	
	Chetek	Madison Silos (Layton Hanson)	RFD 3	237-2626
	Osseo	Home Bldrs.	Osseo	
	Osseo	Osseo Silo Co.	426 W.14th	597-3151
	Plum City	All Rite Home Impr.	Plum City	
	Plum City	Hank's Refrig.	Plum City	
	Plum City	Hince,Inc.	Plum City	

AGRICULTURE

AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO
BUILDING CONTRACTORS Page 3	Owen	Sayles Roofing & Pole Bldgs.	Owen	
	Prescott	Baker Constr.	Prescott	
	Prescott	Eaton C. Clair Constr.	Prescott	
	Prescott	Harris Constr.	Prescott	
	Prescott	D. L. Johnson Constr.	Prescott	
	Prescott	Manion Constr.	Prescott	
	Prescott	Prescott Elec.	Prescott	
	Prescott	St. Croix Enterprises	Prescott	
	River Falls	Birchwood Plbg.	River Falls	
	River Falls	Black's Electrical Serv.	River Falls	
	River Falls	H.D. Cudd Bldrs.	River Falls	
	River Falls	Seymour Dahm	River Falls	
	River Falls	Early Plbg.	River Falls	
	River Falls	Graves Enterprises	River Falls	
	River Falls	Grotenhuis	River Falls	
	River Falls	Irving Hughes Contractor	River Falls	
	River Falls	Independent Planning	River Falls	
	River Falls	Koch Co.	River Falls	
	River Falls	Ken Larson Const.	River Falls	
	River Falls	Ray Lenzen & Sons	River Falls	
	River Falls	Glenn Nelson	River Falls	
	River Falls	Tom O'Connell Constr.	River Falls	
	River Falls	Douglas Page	River Falls	
	River Falls	River Falls Const. Co.	River Falls	
	River Falls	River Falls Roofing Co.	River Falls	
	River Falls	River Falls Home Insulation	River Falls	
	River Falls	River Falls Htg. & Plbg.	River Falls	
	River Falls	Rolling Hills Development	River Falls	
	River Falls	Sternberg Const.	River Falls	
	River Falls	Sullivan Bldr.	River Falls	
	River Falls	Tewinkel Elec.	River Falls	
	River Falls	Thomas Paint Store	River Falls	
	River Falls	Walen Constr.	River Falls	
	River Falls	Western Wis. Bldrs.	River Falls	
	River Falls	Woodsmen Bldrs.	River Falls	
	Spring Valley	Richard Kannel Plstrg.	Spring Valley	
	Spring Valley	Pats Wiring	Spring Valley	
	Spring Valley	Ed Raymond Constr.	Spring Valley	
	Spring Valley	Reinier Cont.	Spring Valley	
	Spring Valley	Spence Constr.	Spring Valley	
	Spring Valley	Valley Elec.	Spring Valley	
	Thorp	Joe Lato	Thorp	
	Wilson	George Schultz Silos	Wilson	772-4626
	Withee	Northern Freeport Silo	Withee	229-2050

AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE N
BUILDING MATERIALS				
	Bay City	Bay City SandCo.	Bay City	
	Bloomer	AAA Transit Co.	1523 16th Ave.	568-4294
	Chippewa Falls	Huffcutt Co.	Chippewa Falls	
	Chippewa Falls	Martin Marietta	Chippewa Falls	
	Chippewa Falls	Northern Freeport Silo Co.	Chippewa Falls	
	Cornell	Home Discount Center	Cornell (309 E. So.)	239-6812
	Cornell	Cornell Corp.	Cornell	
	Eau Claire	American Materials	American Blvd.	835-2251
	Eau Claire	Aring Equip. Co.	Rt. 2	835-6133
	Eau Claire	Bark River Culvert & Equp.	1700 Western Ave.	835-5157
	Eau Claire	Case Millard Bradford & Risberg/128 N. Clairemont		832-3443
	Eau Claire	Farrell Equip.	Galloway	835-4334
	Eau Claire	Feat-Allis Earth Moving Mach./Hwy. 53 North		834-2779
	Eau Claire	Ford Tractors & Equip.	Hwy. 53 North	834-8707
	Eau Claire	Hwy. 12 Construc. Equip.	Rt. 6	832-0502
	Eau Claire	Kleiner Lumber	Eau Claire	834-1234
	Eau Claire	Lyman Lumber	Eau Claire	835-5119
	Eau Claire	Menard Cashway Lumber	Eau Claire	835-5911
	Eau Claire	Mid-States Machinery	Hwy. 53 N.	834-2779
	Eau Claire	Plywood Minnesota	Eau Claire	835-4339
	Eau Claire	Planert Sales & Serv.	1607 Westgate	834-4178
	Eau Claire	Randall Graw Co.	2122 Cameron	832-3912
	Eau Claire	Thill Truck & Tractor	Rt. 4	832-2128
	Eau Claire	Wausau Supply Co.	Eau Claire	834-8411
	Eau Claire	Wiches Lumber	Eau Claire	834-5351
	Elk Mound	Twin Elk Farm Supply	RFD 2	879-5586
	Holcombe	Lakeside Bldg. Center	Holcombe	595-4661
	Maiden Rock	Wieser's Sand & Gravel	Maiden Rock	
	Mondovi	Buffalo Valley Bldg. Center/219 S. Eau Claire St.		
	Mondovi	Farmers Coop Lumber Co.	Mondovi	
	New Auburn	I & F Pole Bldgs.	Old 53,	237-2691
	New Auburn	Skams Precast Co.	New Auburn	
	Strum	Willard's Bldg. Center	31 5th Ave.	
	Eau Claire	Northwest Equip. Co.	Hwy. 53 N.	834-2924

AGRICULTURE

AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE
CHEESE/ CHEESE FACTORIES				
	Alma Center	South Alma Cheese Factory	Alma Center	964-7411
	Augusta	Dairy Maid Coop	RFD 2	286-2343
	Bloomer	Golden Dairy Coop	1730 Martin Road	568-1190
	Boyd	Delmar Cheese Factory	Route 1	
	Boyd	Maple Hill Coop	Route 1	644-2404
	Cadott	Arthur's Dairy	Cadott	
	Cadott	Edesedell Cheese Factory	Route 3	
	Cadott	Hillside Dairy	Route 1	289-4201
	Cadott	Huhns Cheese House	Route 1	289-4563
	Chippewa Falls	Kenneth Dressel	Route 6	723-3449
	Chippewa Falls	Hamm's Cheese House	Route 1	723-7270
	Cochrane	Garden Valley Coop Creamry	Cochrane	
	Colfax	Tramway Coop Cheese Facty.	Colfax	
	Eau Claire	Alpine Landscape Center	Route 2	834-8211
	Eau Claire	Big Steer House of Cheese	Hastings Way	834-7011
	Eau Claire	Land O Lakes Creamery	Eau Claire	
	Eau Claire	Milwaukee Cheese Co.	1324 Menomonie St.	834-2044
	Eau Claire	Tolona Pizza Products	803 N. Oxford	834-5058
	Eau Galle	Eau Galle Cheese Factory	Eau Galle	283-4211
	Ellsworth	Ellsworth Coop Creamery	Ellsworth	
	Gilman	Drangle Foods,.Inc.	Gilman	937-2381
	Greenwood	Clark Cty. Cheese Factory	Route 2	
	Greenwood	Elmdale Cheese Factory	Greenwood	
	Greenwood	Greenwood Milk Products	Greenwood	
	Greenwood	Redville Dairy, Inc.	Greenwood	
	Greenwood	Hemlock Cheese Factory	Greenwood	
	Greenwood	Stewart Cheese Corp.	Greenwood	
	Holcombe	Albrecht's Cheese	Holcombe	595-4318
	Independence	Elk Creek Cheese Co.	Route 2	
	Knapp	Knapp Creamery Co.	Knapp	
	Menomonie	Hatchville Cheese	Route 1	772-4221
	Menomonie	Robert Hilek	Menomonie	
	Menomonie	Tee Garden Coop Cheese Co.	Route 6	
	Menomonie	Tramway Coop/Cheese Facty.	Route 6	235-3608
	Neillsville	Bletsoe's Dairy	Route 3	743-3636
	Nelson	Nelson Cheese Co.	Box 107	673-4725
	Stanley	Cloverleaf Cheese Factory	Route 3	
	Stanley	Hillside Dairy, Inc.	Route 3	644-2275
	Stanley	Ray Mech	Stanley	
	Stanley	Wild Cherry Cheese Facty.	Route 2	669-3420
	Thorp	Lombard Cheese Co.	Route 1	
	Thorp	Steve Losiewicz	Thorp	
	Thorp	Meadowview Cheese Factory	Thorp	
	Thorp	North Hendron Dairy	Thorp	
	Wilson	Cady Cheese Factory	Route 1	772-4218
	Wilson	Summit Cheese Factory	Wilson, WI	772-4211
	Withee	Longwood Cheese Factory (Robt Cooper)	R. R. 1, Withee	

AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
CONCRETE	Bloomer	A-1 Redi Mix Concrete	1523 16th Ave.	568-5299
	Boyd	A-1 Redi Mix	Boyd	657-3297
	Boyd	Clark Redi Mix	Boyd	667-3297
	Chippewa Falls	A-1 Redi Mix	Chippewa Falls	723-5811
	Chippewa Falls	Certified Concrete Co.	Rt. 1	723-0259
	Chippewa Falls	Chippewa Precast	612 Herbert	723-0644
	Chippewa Falls	Chippewa Redi-Mix	W. Park Ave.	723-5811
	Eau Claire	A-1 Redi Mix	Eau Claire	834-8302
	Eau Claire	Fehr Concrete	1103 Menomonie	834-7701
	Eau Claire	Kliest Concrete	2307 Cameron	832-4963
	Ellsworth	Nielsen Concrete	Ellsworth	
	Jump River	Blyniek Concrete	Jump River	965-2522
	Maiden Rock	Ready Mix Plant	RFD 2	647-2630
	Maiden Rock	Pre-Cast Plant	Rt. 2	647-2311
	Maiden Rock	Wierser's Concrete Prod.	Rt. 2	647-2311
	Menomonie	A-1 Redi Mix Concrete	Menomonie.	235-0532
	Menomonie	Midwestern Block Co.	Menomonie	
	Mondovi	Weiser's Concrete	Mondovi	
	Osseo	Osseo Silo Co.	Osseo	
	River Falls	Cemstone Redi-Mix	901 W. Locust	425-7671
	Stanley	Clark Redi-Mix (Ken Clark)	Rt. 1	
	Stanley	Melvin Francis Ready Mix	Rt. 1	644-2002
	Thorp	Melvin Ready Mix	506 W. Railroad	669-5502

RIBUSINESS DUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
IRIES/ EAMERIES	Alma	Associated Milk Producers	302 Main	
	Alma Center	Castle Hill Cheese Co.	Alma Center, Rt. 1	
	Alma Center	Naples Farms	Rt. 1, Box 8A	
	Bloomer	Golden Glow Dairy	1730 Martin Rd.	568-1190
	Bloomer	I & W Bulk Milk	1913 Kranzfelder	
	Bloomer	Mid-America Dairymen	1003 17th Ave.	568-8350
	Boyceville	Associated Milk Prod.	701 Tiffany	643-2611
	Boyd	Delmar Cheese Facotry	Rt. 1	
	Boyd	Maple Hill Coop Dairy	Rt. 1, Boyd	
	Cadott	Arthur Dairy	Cadott	
	Cadott	Hillside Dairy	Cadott	
	Chippewa Falls	Creamland Dairy	611 Bridge St.	
	Chippewa Falls	Chippewa Cty. Coop Dairy	Chippewa Falls	
	Chippewa Falls	Klinger Farms	Rt. 3	
	Chippewa Falls	Land O Lakes	410 Bay	834-1551
	Colfax	Falls Dairy Co.	415 Dunn	962-3166
	Downing	Connorsville Coop Creamery	Rt. 1	643-3423
	Durand	Nelson Creamery Co.	Durand	
	Durand	Safeway Stores	1220 Hardy	672-8911
	Durand	Tri-City Dairy	212 E.Wells	672-8277
	Eau Claire	E. A Ackerman Dairy	P.O. Bx. 624	
	Eau Claire	Bonnie Brae Dairy	Rt. 5	834-2144
	Eau Claire	Dolly Madison Dairies	4115 Robin Rd.	835-6101
	Eau Claire	Land O Lakes	3243 11th Street	
	Eau Claire	Sunlite Dairy Prod.	Robin Rd.	
	Eau Claire	Timm's Dairy, Inc.	127 Third St.	
	Eau Claire	Valley Farms Dairy	520 Water St.	
	Eleva	Pleasnat Valley	RFD 1	878-4366
	Ellsworth	Don's Dairy	Ellsworth	
	Ellsworth	Ellsworth Coop Creamery	Ellsworth	
	Ellsworth	Ellsworth Dairy Store	522 E. Main	273-5801
	Greenwood	Elmdale Cheese Factory	Rt. 2	
	Greenwood	Grassland Dairy Prod.	Greenwood	
	Greenwood	Greenwood Milk Prod.	Greenwood	
	Greenwood	Katie's Dairy Bar	Main St.,	
	Greenwood	Redville Dairy	Greenwood	
	Greenwood	John Wuethrich Creamery	Greenwood	
	Jim Falls	Falls Dairy Co.	Jim Falls	382-4113
	Menomonie	Dolly Madison Dairy Prod.	400 13th	235-3483
	Menomonie	F & K Dairy Store	1621 Broadway S.	235-4371
	Menomonie	Menomonie Dairy Service	400 13th	235-3483
	Menomonie	Sanna Dairy	P.O. Box 367	
	Mondovi	Double J Farm Dairies	Rt. 2	
	Mondovi	Lakeside Dairies	304 N. Eau Claire St.	
	Mondovi	Land O Lakes Creameries	240 E. Hudson St.	
	Mondovi	Modena Coop. Creamery	Rt. 2	
	Mondovi	Parr & Ronni Dairy Distr.	346 S. Washington	946-3859
	Neillsville	Bletsoe Dairy	Rt. 3	
	Neillsville	Neillsville Dairy	Rt. 1, Box 167C	
	Neillsville	Thomas Bros Dairy Dist./N.	Schlegelmilch/407 W. 15th Street	
	Neillsville	World's Fairest Cheese	Neillsville	

AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
DAIRIES/ CREAMERIES	Osseo	Falls Dairy Co.	RFD 1	597-3093
	Osseo	Olson Royce Osseo Dairy	213 N. Caroline	597-3650
	Osseo	Osseo Coop Creamery	633 W. 10th	597-3200
	Owen	Mauel's Dairy	Owen	
	Prescott	Eggers Dairy	Prescott	
	River Falls	Falls Sanitary Dairy	212 S. Main	425-2708
	Stanley	Hillside Dairy	Rt. 3	
	Strum	Contie Dairies	Rt. 2	695-3135
	Strum	Old Fashioned Milk Co.	Rt. 2	
	Strum	Unity Coop Creamery	24 2nd Ave. S.	695-3112
	Thorp	Bellinger Dairy	Rt. 2	
	Thorp	Hoffman Dairy	Rt. 2	669-5455
	Thorp	June Dairy	Thorp	
	Thorp	Thorp Dairy Bar	Thorp	
	Willard	North Hendren Coop Dairy	Willard (Rt. 1)	

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AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO
DAIRY EQUIPMENT & SUPPLIES	Alma	Mueller Surge	300 S. 2nd St.	
	Augusta	Eau Claire Cty. Surge	Augusta	
	Augusta	Haskins Surge	Augusta	286-5008
	Bloomer	Badger Sales & Service	RFD 3, S. Main	568-4755
	Bloomer	Mikl, Rick Sales	RFD 2	568-8212
	Bloomer	Sykora Bros. Const.	1920 Chippewa Rd.	568-8584
	Chili	Chili Implement Co.	Chili	683-2444
	Chippewa Falls	Ida's Surge Dairy Equip.	Rt. 5	723-1551
	Durand	Durand Cooperatives	514 E. Main	672-8947
	Eau Claire	Brettinger Dairy Supply	2006 Ruby Lane	835-2481
	Eau Claire	R. D. Smith Co.	Washington Heights	832-3479
	Elk Mound	Twin Elm Farm Supply	RFD 2	879-5586
	Elmwood	Patz Sales & Service	Elmwood	
	Fall Creek	Midland Cooperative	502 E. Lincoln	877-2110
	Jim Falls	Lau-Bou Matic Sales	Jim Falls	382-4485
	Menomonie	Beseler Tank Co.	Rt.6	235-0024
	Menomonie	Kinney Dairy Supply	420 14th Ave. W.	235-7779
	Menomonie	Ryder Surge	1120 Broadway	235-5144
	Menomonie	Tiller Refrig.& Elec.	1401 Stout	235-5364
	Mondovi	Julson Electric & Refrig.	RFD 1	926-5293
	Mondovi	Mondovi Implement Co.	E. Main	926-5293
	Neillsville	Surge Dairy Equip.	118 E. 6th Street	743-2594
	River Falls	DeLaval Separator Co.	113 W. Division	
	Riverfalls	Durand Sales & Serv.	Rt. 3	425-9356
	River Falls	Koch Dairy Sup.	709 W. Cedar	425-6348
	Stanley	J & M Dairy Supply	133 N. Broadway	644-5251
	Withee	Joe's Refrig.	Rt. 1	229-2321

IBUSINESS USTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
IRY PRODUCTS	Chippewa Falls	Fieldcrest Sales Co.	801 W. River	723-9151
	Chippewa Falls	Hamm's Cheese House	Rt. 1	723-7270
	Chippewa Falls	Land O Lakes	410 Bay	723-3617
	Downing	Connorsville Coop Creamery	Downing	
	Eau Claire	Ackerman Dairy Prod.	Eau Claire	834-1471
	Eau Claire	Dolly Madison Dairies	4115 Robin Rd.	835-6101
	Eau Claire	Eau Claire Produce Co.	Eau Claire	
	Eau Claire	Gruber Bros. Dairy	3209 Rudolph Rd.	834-9092
	Eau Claire	Gustafson's Dairy Stores	Eau Claire	
	Eau Claire	Marigold Foods	Eau Claire	
	Eau Claire	Milwaukee Cheese	Eau Claire	
	Eau Claire	Schwan's Ice Cream Co.	1740 Westgate Rd.	835-3491
	Eau Claire	Timm's Dairy Store	1929 3rd	832-5578
	Gilman	Drangle Foods	Gilman	
	Menomonie	Sanna Daires	Menomonie	
	Osseo	Osseo Coop Creamery	Osseo	
	Owen	Foremost McKeeson, Inc.	505 N. Adams	
	Prescott	Eggers Dairy	Prescott	
	Strum	Unity Coop Creamery	Strum	
	Thorp	Blue Moon	Thorp	

BUSINESS USTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
CAVATING/ CAVATING IPMENT	Altoona	Bergh Contractors	Route 1	834-6194
	Altoona	Dahlheimer Const. Co.	Altoona	
	Altoona	Tomasovich Const.	Altoona	
	Chippewa Falls	A-1 Aggregater & Excavating	/Chippewa Falls	723-0316
	Chippewa Falls	Burt, A. A. & Son	Route 7, Chippewa Falls	832-9303
	Chippewa Falls	Drexel Construction Co.	Chippewa Falls, Route 3	723-4301
	Chippewa Falls	Frederick Excavating	601 Woodward Ave.	723-5813
	Chippewa Falls	Frederick-Koepl, Inc.	Route 4	723-4513
	Chippewa Falls	Laird & Olson, Inc.	222 S. Grove	723-7551
	Chippewa Falls	Loew, Kenneth Excavating	234 3rd Ave.	723-4082
	Chippewa Falls	Misfeldt, R.A. Const.	Route 4	723-3004
	Chippewa Falls	Perrenoud Inc.	420 W. Wisconsin	723-0318
	Chippewa Falls	Proud Excavating, Inc.	1135 Mansfield	723-7161
	Chippewa Falls	R Z Excavating	28 Summit Ave.	723-5098
	Chippewa Falls	Ken Schoenberg Exc.	Chippewa Falls	
	Chippewa Falls	Soniskey Pole Bldg. Co.	Route 7	723-5348
	Chippewa Falls	W. E. Stelter, Inc.	628 W. Cedar	723-4847
	Colfax	Earl Wait	Colfax	
	Eau Claire	Aluma Poured Walls, Inc.	Eau Claire	
	Eau Claire	Aring Equip. Co.	Route 2	835-6133
	Eau Claire/Bark Riv	er Culvert & Equipment	Eau Claire	835-5157
	Eau Claire	Case Exca. Equip.	128 N. Clairemont	832-3443
	Eau Claire	Devney Const.	Route 6	834-1265
	Eau Claire	Devney Exca.	3161 Jupiter Ave.	834-4467
	Eau Claire	Dodge, Ervin Excavating	2125 Crescent Ave.	832-7320
	Eau Claire	Paul J. Farmer, Inc.	2742 Starr Ave.	834-4443
	Eau Claire	Kenneth R. Freitag	Route 2	832-6461
	Eau Claire	Nagle-Hart Inc.	1211 Menomonie	832-6647
	Eau Claire	David Planert	Route 6	832-5245
	Eau Claire	H. F. Radandt, Inc.	3106 Locust Lane	834-3144
	Eau Claire	R. E. Weir Exca.	Eau Claire	
	Durand	Fisher Well Drilling	502 W. Main	
	Durand	Schlosser Const. Co.	Route 2	
	Elk Mound	T. G. Edem & Sons, Inc.	Elk Mound	
	Ellsworth	Walter D. Huber Exca.	Ellsworth, WI	
	Gilman	Russell Schmitt	937-2108	937-2108
	Glenwood City	Cormican Marviss & Sons	RFD 2	265-4429
	Jim Falls	Falls Excavating	RFD 1	382-4444
	Menomonie	Gifford's Excavating Serv.	RFD 2	235-7079
	Menomonie	Pember Const.	Menomonie	
	River Falls	Paul Cudd & Sons	River Falls	
	River Falls	General Const. Co.	River Falls	
	Wheeler	Donald Lorenz Bulldozing	Wheeler	632-2281

AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO
FARM EQUIPMENT (Implement)	Alma	Koller & Co.	304 Main	
	Arkansaw	Anderson Auto Co.	Rt. 2, Box 228	285-5656
	Arkansaw	Harmon Impl.	Box 368	285-5120
	Augusta	Lakeside Imple.	R.R.	286-2365
	Augusta	Seif's Impl. Shop	206 N. Stone	286-2414
	Bloomer	Bloomer Tractor & Impl.	909 9th Ave.	568-1571
	Bloomer	Lindquist-Swoboda, Inc.	1308 Main	568-6140
	Boyceville	Hedlund Mfg. Co.	202 East	643-2311
	Boyceville	Retz Equip.	508 Tiffany	643-3571
	Boyceville	Rubusch Sales & Serv.	615 Tiffany	643-3331
	Cadott	Stanek's Inc.	Cadott	289-4652
	Cadott	Tom Tobola Ford	Cadott	289-4240
	Chippewa Falls	Dachel's Garage	Chippewa Falls	288-2172
	Chippewa Falls	Major Truck & Tractor	Rt. 7	834-8791
	Chippewa Falls	Morrison Impl.	Rt. 5	723-2876
	Chippewa Falls	Wissota Badger Sales	RFD 5	382-4545
	Colfax	Colfax Tractor & Impl.	RFD 1	962-3555
	Downing	Smith Impl. & Salvage	Downing	643-4812
	Durand	Bignell's Case Machinery	Durand	
	Durand	Durand Impl. Inc.	517 W. Main	672-8915
	Durand	Farmers Machine Co.	301 5th Ave. W.	672-4255
	Durand	Jack Komro Farm Equip.	Durand	
	Durand	Koller & Co.	403 3rd Ave. W.	672-4266
	Eau Claire	Barstow St. Auto Serv.	322 Madison	834-5200
	Eau Claire	Cummins Diesel Aring Equip.	Rt. 2	835-6133
	Eau Claire	Eau Claire Implement	Rt. 6	834-0521
	Eau Claire	Faherty GMC, Inc.	Hwy.53 N.	835-2204
	Eau Claire	Indianhead Intnl. Trucks	Eau Claire	835-6138
	Eau Claire	Litchfield Truck	Eau Claire	835-3192
	Eau Claire	Mid-States Machinery	Hwy. 53 N	834-2779
	Eau Claire	Miller Bradford & Risberg	Eau Claire	832-3443
	Eau Claire	Nagle Hart	1211 Menomonie	832-6647
	Eau Claire	Norby, Inc.	Eau Claire	
	Eau Claire	Northwest Hardfacing	Rt. 3, Hwy. 93S	834-8426
	Eau Claire	Planert Sales & Serv.	1607 Westgate Rd.	834-4178
	Eleva	Bollinger Impl.	Eleva	287-4743
	Eleva	Orville Myren Patz Equip.	Rt. 1	287-3172
	Elk Mound	Suburban Equip.	RFD 1	878-4503
	Elmwood	Cloverleaf Impl.	Elk Mound	
	Elmwood	Bechel Impl.	Elmwood	
	Ellsworth	Elmwood Farm Service	Elmwood	639-2311
	Ellsworth	Ellsworth Farm. Union Coop	610 E. Main	273-4363
	Ellsworth	Farmstead Equip.	Ellsworth	
	Ellsworth	Finstead Sales & Serv.	510 W. Main	273-4721
	Ellsworth	Julian-Walsingham Impl.	Cty. Tk. C	273-5250
	Ellsworth	Snow Farm Equip.	Rt. 3	594-3542
	Gilman	Ford-Gilman Trac. & Imp.	Gilman	937-2575
	Fall Creek	Huff Implement	RFD 2	877-2561
	Gilman	Leo Zaborowski	Gilman	
	Greenwood	Branstiter Bros. Serv.	408 S. Main	
	Greenwood	Speich Tractor, Inc.	106 S. Main	
	Knapp	Dotseth Sales & Serv.	Knapp	665-2373
	Lublin	Milas Tractor Sales	Lublin	669-3612

IBUSINESS USTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
RM EQUIPMENT mplement) ge 2	Menomonie	LaPean Impl.	Menomonie	235-7909
	Menomonie	Menomonie Equip.	Menomonie	235-4203
	Menomonie	Richartz Impl.	Menomonie	235-5589
	Menomonie	Rusk Impl.	Menomonie	235-5077
	Menomonie	Sperry New Holland	Menomonie	235-0621
	Mondovi	Ervin Anderson Hilltop Tractor Farm--Rt. 4		
	Mondovi	H & D Impl.	Rt. 1	926-5664
	Mondovi	Kothbauer Sales	Rt. 2	926-5403
	Mondovi	Linstrom Equip.	Rt. 2	926-3892
	Mondovi	Mondovi Impl. Co.	E. Main Hwy. 10	926-4231
	Neillsville	Kuehn Impl. Co.	RFD 1	743-3005
	Neillsville	Allen Mohr	Neillsville	
	Neillsville	Schwellenbach Imp. Co.	RFD 3	743-2315
	Neillsville	Seif's & Sons	207 W. 6th	743-2300
	New Auburn	North Star Impl.	New Auburn	237-2218
	Osseo	[illegible]nske Ford	Hwy. 10W	597-3185
	Osseo	[illegible]underson Chev.	Harmony & 8th	
	Osseo	Midwest Farm Supply	Osseo	597-2490
	Osseo	Vold	Osseo	597-3173
	Owen	Owen Impl.	Owen	
	Owen	Will Impl.	Owen	229-2040
	River Falls	Durand Sales & Serv.	River Falls	
	River Falls	Harck Impl.	River Falls, Hwy. 35N	425-5616
	River Falls	Kinnic Impl.	Rt. 2	425-2711
	Rock Falls	Melgaard Impl.	Rock Falls	875-4511
	Rock Falls	Sperstad Motor & Equip.	Rork Falls	
	Stanley	Tri-County Impl.Co.	West 4th Ave.	644-5879
	Stanley	Yellowstone Impl.	Stanley	644-3347
	Strum	LaMoine Anderson	Strum	
	Thorp	Area Equip.	RFD 3	669-5305
	Thorp	Al Baldeschweiler	Thorp	
	Thorp	Walter Lew	Thorp	
	Thorp	Lindquist, Inc.	104 N.Boardman	
	Thorp	Thorp Impl.	104 N. Boardman	669-5311
	Willard	Stanley Sud[illegible]	Willard	
	Willard	Vic's Garage	Willard	
	Withee	Mi[illegible]hur Impl. Co.	Withee	229-2279
	Withee	Mertin's Impl.	Withee	

BUSINESS STRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
M EQUIPMENT n-Implement)	Bloomer	Badger Sales & Serv.	RFD 3	568-4755
	Bloomer	Jamesway Barn Equip.	1920 Chippewa Rd.	568-8584
	Boyceville	Hedlund Mfg. Co.	202 East	643-2311
	Chippewa Falls	Bauman Construction Co.	Route 1	723-9466
	Chippewa Falls	Gigam's Wissota Badger Sales-RFD		382-4545
	Chippewa Falls	J & H Enterprises	Chippewa Falls	
	Chippewa Falls	Joe's Surge Dairy Farm	Route 5	723-1551
	Chippewa Falls	Lowater Service	721 Jefferson Ave.	723-2801
	Chippewa Falls	Kaye Milling Supply	Chippewa Falls	
	Chippewa Falls	Major Truck & Tractor	Route 7	834-8791
	Chippewa Falls	Northern Turf Equip.	Chippewa Falls	
	Chippewa Falls	Northern Turf Equip.	Chippewa Falls	
	Chippewa Falls	River Repair Center	Route 5	723-9194
	Chippewa Falls	Sunnyside Sales & Serv.	Route 2	723-9377
	Chippewa Falls	Wissota Marine	Route 4	723-9181
	Downsville	Downsville Sheet Metal	Downsville	
	Durand	Bauer Built Tire Center	Durand	
	Durand	Durand Welding & Steel Sup.	Durand	
	Durand	Farmers Machine Co.	Durand	672-4255
	Durand	Klevgard Refrig.	Route 1	
	Durand	Wieser's Concrete Prod.	Durand	
	Eau Claire	A & A Repair	3624 Hwy. 29	835-4783
	Eau Claire	Auto. Machine Works	2026 Esmond Rd.	832-6128
	Eau Claire	Brettingen Dairy Supply	2006 Ruby Lane	835-2481
	Eau Claire	Caterpillar Elec. Sets	1211 Menomonie St.	832-6647
	Eau Claire	Caterpillar Engine Serv.	1211 Menomonie St.	832-6647
	Eau Claire	Coop Shopping Center	2221 Highland Ave.	839-2941
	Eau Claire	Cormican Carburetor Serv.	Eau Claire	835-9889
	Eau Claire	Direct Sales & Serv.	1428 Bellinger	832-1697
	Eau Claire	Eau Claire Coop Oil	Truax Blvd.	832-5494
	Eau Claire	Genuine Service	2424 Pleasant	835-3156
	Eau Claire	W.H. HObbs Supply	100 Carson Park Dr.	835-5151
	Eau Claire	Johnson Machine Works	Eau Claire	835-8314
	Eau Claire	Johnson Motor & Supply	508 Water	834-4159
	Eau Claire	Market & Johnson	2350 Galloway	834-1213
	Eau Claire	Mid-States Machinery	Hwy. 53 North	834-2779
	Eau Claire	Nagle-Hart, Inc.	1211 Menomonie St.	832-6647
	Eau Claire	Northern Turf Equip.	Hwy. 53 North	834-8707
	Eau Claire	Sundial Sports Ltd.	Route 7	832-4945
	Eau Claire	Wayne's Service Center	204 E.Madison	834-4312
	Eleva	Bollinger Equip.	Eleva	
	Eleva	Orville L. Myren	Eleva	
	Elmwood	Patz Sales & Serv.	Elmwood	
	Ellsworth	Ellsworth Farmers Union	610 Main	273-4363
	Ellsworth	Julian-Walsingham Imp. Inc	Cty. Tk. C	273-5250
	Ellsworth	Snow Farm Equip.	Ellsworth	594-3542
	Elmwood	Bechel Imp. Co.	615 Race Ave.	639-4442
	Elmwood	Elmwood Farm Serv.	Hwy. 72 West	639-2311
	Menomonie	Brave Harvestore Inc.	Hwy. 25 North	235-9438
	Menomonie	Gifford's Excava.	Route 2	235-7079
	Menomonie	Kinney Dairy Sup.	240 14th Ave. West	235-7779
	Menomonie	Pearson Agri-Systems	Route 2	235-0616

RIBUSINESS DUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
ARM EQUIPMENT Non-Implement)	Neillsville	Allen Mohr	Neillsville	
	New Auburn	Madison Silos (Layton Hanson)	RFD, Chetek	237-2626
	Pepin	Northern Wis. Mfg. Co.	Pepin	442-4111
	Plum City	Hinge, Inc.	Plum City	639-3290
	River Falls	Equity Cooperative	316 N.Clark	425-6101
	River Falls	Equity Coop.	119 W. Cedar	425-5163
	River Falls	Falls Lawn & Sport	River Falls	
	Stockholm	Arthur Church	Stockholm	
	Strum	Bob Hart Equip.	Route 1	
	Thorp	Area Equipment	Thorp	669-5305
	Withee	Joe's Refrigeration	RFD, Withee	
	Withee	Northern Freeport Silo	Withee	

RIBUSINESS DUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
RM SUPPLY	Alma	Alma Farmers Un. Coop(Jerry Hungerford)	Alma	685-4455(608
	Alma	Jerome Baecker Std. Oil	602 N. 2nd	
	Alma	Buffalo Elec. Coop.	1225 Main	
	Alma	Clark Electric & Refrig.	305 Main	
	Alma	Dairyland Power Coop	1420 Main	
	Alma	Gustafson Welding	811 Main	
	Arkansaw	Hartung Oil Co.	Arkansaw	
	Augusta	Augusta Flour & Feed	Augusta	
	Augusta	Augusta Farmers Un. Coop	P.O. Box L	
	Augusta	Dairy Maid Coop	Rt.2	
	Augusta	Farmers Union Coop	Augusta	
	Bloomer	Bloomer F.U.(Delmar Zwiefelhofer)	1110 14th Ave.	568-2170
	Bloomer	Bloomer Sand & Gravel	Bloomer	568-5294
	Bloomer	Ed's Feed Serv.	Bloomer	
	Bloomer	R & I (Lime)	RFD 1	568-9643
	Bloomer	Stelter & Sons Elevator	914 15th Ave.	568-5370
	Boyceville	Bartlett's Elevator	Boyceville	
	Boyceville	Connorsville F.U. Coop	Rt. 2	643-3144
	Boyceville	Connorsville Store	RFD 2	643-5255
	Boyd	August Lotz Co.	Boyd	667-3326
	Boyd	Boyd F.U.(Victor Loibl)	Boyd	667-3595
	Boyd	Boyd's Feed & Supply	Boyd	
	Cadott	D & C Farm Supply	Cadott	
	Chippewa Falls	Chip. Farmers Union	337 Park Ave.	723-2828
	Chippewa Falls	Farm & Fleet	Hwy. 53 South	723-1561
	Chippewa Falls	Im Prov-all	Chippewa Falls	
	Chippewa Falls	Midland Coop	Chippewa Falls	
	Colfax	Colfax Farm Supply	Colfax	962-3930
	Colfax	Colfax Skelgas Service	41 E. River	962-3306
	Colfax	Farmers Union Coop	402 Railroad Ave.	962-3171
	Colfax	Jacobson's Feed Mill	308 Railroad Ave.	962-3545
	Cornell	Cornell F.U.(Allan Knoepke)	Main Street	239-6622
	Durand	Bauer Built	810 W.Prospect	
	Durand	Coast to Coast	317 W. Main	
	Durand	Augie Drier	831 E. Washington	
	Durand	Durand Cooperatives (Elmer Knoepke,Mgr.)	514 E. Main	672-8947
	Durand	Durand Hardware	217 W. Main	
	Durand	Durand Oil Co.	201 W. Madison	
	Durand	Farmers Machine Co.	301 5th Ave. West	
	Durand	Gambles Store	109 W. Main	
	Durand	Gifford's Feed Service	Durand	
	Durand	Hartung Oil Co.	Durand	
	Durand	Leiffring Electric Shop	706 3rd Ave. East	
	Durand	Julius Pichler	7th Ave. W.	
	Durand	Pittman Oil Co.	708 3rd Ave. W.	
	Durand	Arwald Weiss (Elec. Serv.)	1327 E.Prospect	
	Durand	Robt. Wolfe (Welding)	418 W. Main	
	East Ellsworth	Deiss & Nugent Feed	East Ellsworth	
	Eau Claire	Bohl & Proulx	3221 E. Hamilton	
	Eau Claire	Consumers Coop (Ray Theisen, Mgr.)	2221 Highland	832-8311
	Eau Claire	E.C. Cty. Coop FarmSupply (Gordon Hoff, Mgr.)	403 N. Clairemont	835-3355

RIBUSINESS DUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
	Eau Claire	Eau Claire Elec. Coop	Elec Serv. Fall Creek	
	Eau Claire	F. F. Grosvold	2420 S. Clairemont	
	Eau Claire	Johnson Motors & Sup.	908 Water	834-4140
	Eau Claire	Midland Coop	Eau Claire	
	Eau Claire	Midwestern Gas	515 E. Madison	
	Eau Claire	NSP	100 N. Barstow	
	Eau Claire	Sherman Electric	Eau Claire(Wedding Ass't)	
	Eau Claire	TSI	Rt. 6, Hwy. 12 East	834-1000
	Eau Galle	Eau Galle Cash Feed Store	Eau Galle	
	Eau Galle	Clayton Equity Farm Serv.	Eau Galle	263-4441
	Elev	Farm Supply Coop	Route 1	
	Elev	Higley Std. Oil Agent	Eleva	
	Elk Mound	Tutters Elevator	Elk Mound	
	Ellsworth	Ellsworth F.U. Coop	010 E. Main	
	Ellsworth	Triple F Feeds	330 S. Maple	
	Elmwood	Elmwood Feed & Farm Sup.	Elmwood	
	Elmwood	Phillips Feed Store	Elmwood	
	Fairchild	Fairchild F.U. Coop	Fairchild	
	Fall Creek	Augusta F.U. Coop	Fall Creek	
	Fall Creek	Bills Feed & Farm Supply	Fall Creek	
	Fall Creek	Fall Creek Grain (James Rudiehal, Mgr.)	Fall Creek	
	Gilmanton	Gilmanton Cooperative	Gilmanton (Myron Sather, Mgr)	
	Hannibal	Knapp Feed & Supply	Hannibal	
	Lublin	Mike Lemke Hardware	Lublin	
	Lublin	Rudrud Elevator	Lublin	
	Maiden Rock	Empire Gas	Maiden Rock	
	Maiden Rock	Grange Hall Prop Serv.	Maiden Rock	
	Menomonie	Breitzman's Blacksmith	Rt. 2	
	Menomonie	Dairyland Ag-Chem	Rt. 2	
	Menomonie	Farmers Union Coop	403 1st Ave. West	
	Menomonie	Farmers Union Coop	709 Main	
	Menomonie	Fleet Farm	Rt. 6	
	Menomonie	Hofland's Mill	Menomonie	
	Menomonie	Keller Machine Shop	511 Crescent	
	Menomonie	Kinney Dairy Supply	420 14th Ave. West	
	Menomonie	Lee's Drug Store	149 Main	
	Menomonie	Men. F.U. Coop/H.J. Tubbs,	Mgr./709 Main	
	Mondovi	Empire Gas Co.	Rt. 2	
	Mondovi	Farmers Coop Lumber Co.	135 E. Main St.	
	Mondovi	Graese's Oil Co.	357 E. Main	
	Mondovi	Gulf Bulk Oil	Mondovi	
	Mondovi	Gene Higley Stnd. Oil Ag.	334 N. Franklin	
	Mondovi	Julson Elec. & REfrig.	Rt. 1	
	Mondovi	Midwest Gas Co.	Rt.3	
	Modena	Modena Garage	Rt. 2	
	Mondovi	Mondovi Coop Equity Assn.	P.O.Box 86(Robt:Konkel,Mgr.)	926-4212
	Mondovi	Mondovi Coop Equity	735 E. Main, Modena	
	Mondovi	Mondovi Hardware Co.	943 E. Main	
	Mondovi	Parker Limestone Works	Rt. 2	926-4417
	Mondovi	Pro Bulk Oil (R. Winsand)	460 W. Vine	
	Mondovi	Van Vleet Electric	698 Riverside	

BUSINESS STRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
M SUPPLY e 3	Neillsville	Christie Feed & Farm Serv.	Neillsville	
	Neillsville	Farmers Union Coop	407 W. 7th	
	Neillsville	Suckow's Feed Mill/Garage	Neillsville	
	Neillsville	Van Gorden's Inc.	Neillsville	
	Osseo	Augusta F.U. COOP	Rt. 1 Osseo	
	Osseo	Barber Electric & Plbg.	Osseo	
	Osseo	Beef River F.U.	301 W. 7th St.	
	Osseo	Cortrell Elect. & Htg.	Rt. 4	
	Osseo	Osseo Elevator Co.	Osseo	
	Osseo	Osseo Refrig. Service	116 N. Charles	
	Owen	Wagner Feed Mill	Owen	
	Owen	Wurtz Equipment	328 N. Oak	
	Pepin	Neil Auth Elec. Serv.	Pepin	
	Pepin	Durand Coop (Pepin Br.)	Pepin	
	Pepin	Grant Erickson	Pepin	
	Pepin	[illegible]y Fayerweather	Pepin (Blacksmith)	
	Pepin	Lundberg Oil Co.	Pepin	
	Pepin	Olson'66	Pepin	
	Plum City	Milwaukee Shell Co.	Plum City	
	Prescott	Hastings F.U. Coop	165 2nd St.	262-5454
	River Falls	Equity Coop Elevator(Mel F[illegible]orer, Mgr.)	316 N. Clark St.	425-6102
	River Falls	River Falls Farm Supply	Rt. 2	425-7411
	River Falls	Skyline Saddlery Wholesale[illegible]s/Rt. 3/		425-5241
	Rusk	Zutter Elevator	Rusk	235-2425
	Sand Creek	Sand Creek F.U. Coop	Sand Creek	
	Spring Valley	Valley Elevator Co.	Spring Valley	
	Stanley	Rollins & Son	110 Broadway	644-3386
	Stanley	Simons Feed Store	Stanley	
	Stanley	Smith's Feed Mill	Stanley	
	Stockholm	Lund Feed Mill	RFD 1	448-3566
	Strum	Beef River F.U.(Darrell Hea[illegible]g, Mrg)	Strum	695-3218
	Strum	Strum Farm Supply	3rd Av. South	695-2618
	Strum	Strum Mfg. Co.	102 5th Av. South	
	Thorp	Farmers Coop	Thorp	
	Thorp	Dave Heas, Inc.	207 E. Birch	669-5469
	Thorp	Larson's Feed Store	Thorp	
	Thorp	Thorp Flour & Feed, Inc.	Thorp	
	Wheeler	Wheeler Feed Meel	207 Railroad	632-2421
	Withee	Joe's Refrigeration	R. R Withee	
	Withee	Withee Feed Mill	Withee	
	Greenwood	Coop Services, Clark Cty.	Greenwood	
	Osseo	Midwest Farm Supply, Inc.	Osseo	

BUSINESS STRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
D/SEED	Alma	Alma Farmers Union Coop	Alma	
	Alma	Arts-Way Feed Mills	Route 2	
	Alma	John Lisowski Seed	Route 2	
	Alma Center	C-W Elevator	Alma Center	964-5501
	Augusta	Augusta Farmers Union	218 E. Railroad	286-2313
	Augusta	Augusta Flour & Feed	124 W. Buchman	286-2826
	Augusta	Dairy Maid Coop	Rt. 2, Box 46	
	Bloomer	Bloomer Coop Feeds	RFD 1	568-1085
	Bloomer	Bloomer Farm Products	1401 Oak	568-1140
	Bloomer	Ed's Feed Service	1020 13th Ave.	568-4130
	Bloomer	Progressive Cooperative	Rt. 2	
	Bloomer	Stelter & Sons Elevator	914 15th Ave.	568-5370
	Boyceville	Bartletts Elevator	214 Main	643-3181
	Boyceville	Cenex Farm Service	508 Main	643-2661
	Boyd	Boyd Farmers Union Coop	Boyd	667-3595
	Boyd	Boyd Feed & Supply	Boyd	667-3898
	Cadott	Cadott Farmers Union	Cadott	289-4276
	Cadott	D & C Farm Supply	Cadott	289-4993
	Chili	Chili Farm Service	Chili	683-2406
	Chipoewa Falls	Chippewa Farmers Coop	337 Park Ave.	
	Chippewa Falls	Farm Supply Cooperative	Rt. 5	723-9782
	Chippewa Falls	Zutter Elevator	11 E. Spring St.	723-3488
	Colfax	Colfax Farm Supply	Colfax	962-3930
	Colfax	Farmers Union Coop	Colfax	
	Cornell	Cornell Farmers Union	Main St.	239-6622
	Downing	Downing Feed Mill	Downing	
	Durand	Brunner's Seed Corn	Rt. 2	
	Durand	Durand Cooperatives	511 E. Main St.	
	Durand	Farmers Machine Co.	301 5th Ave. West	672-4255
	Durand	Gifford's Feed Serv.	Rt. 3, Box 75	672-4242
	East Ellsworth	Deiss & Nugent Feed	270 Morse St.	
	Eau Claire	Eau Claire Mill	402 N. Clairemont	835-3194
	Eau Claire	Otis Elevator	415 S. Farwell	
	Eau Galle	Eau Galle Cash Feed Store	Eau Galle	283-4277
	Eau Galle	Eau Galle Farm Services	Eau Galle	283-4441
	Eleva	Doughboy Feeds	RFD 1	878-4357
	Eleva	Family Farms, Inc.	Eleva	287-4291
	Eleva	Farm Supply Coop	RFD 1	878-4357
	Eleva	Farmers Union Feed Mill	Eleva	287-4413
	Eleva	Netex Mink Food	Eleva	287-4614
	Ellsworth	Deiss & Nugent Feed	270 N. Morse	273-5066
	Ellsworth	Ellsworth Farmers Union	610 E. Main	273-4363
	Ellsworth	Ralston Purina	232 N. Wallace	
	Ellsworth	Triple F Feeds	339 S.Maple	273-4473
	Elmwood	Elmwood Feed & Farm Sup.	P.O. Box 225	
	Elmwood	Phillips & Son Feed	204 Omaha Ave.	639-2761
	Fairchild	Fairchild Farmers Union	P.O. Box 117	
	Fall Creek	Bill's Feed & Farm Sup.	355 E. Miami Ave.	877-3332
	Fall Creek	Fall Creek Coop Grain	211 E. Miami Ave.	877-2661
	Fall Creek	Midland Coop, Inc.	502 E. Lincoln	
	Gilman	Farmers Cooperative	Gilman	937-2755
	Gilman	Kenner Grain Serv.	Gilman	
	Gilman	Knapp Feed Supply	Gilman	938-3140
	Gilmanton	Gilmanton Coop	Gilmanton	946-3141
	Gilmanton	Gilmanton Mill	Gilmanton	946-3112

AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE
FEED/SEED Page 2	Greenwood	Clark Cty. Feed Mill	427 S. Main	
	Greenwood	Dependable Feed Service (Art Christie)	215 N. Main	
	Greenwood	Smith's Feed	RFD 1	
	Hannibal	Knapp Feed & Sup. (Virgil E. Knapp)	Hannibal	
	Hoffman	Withee Feed Mill	Rt. 2, Hoffman	
	Holcombe	Albrecht's Feed Store	Holcombe	
	Holcombe	Holcombe Elevator	Holcombe	595-4833
	Jim Falls	Zutter Elevator	Jim Falls	382-4551
	Lublin	Budrus Elevator	Lublin	
	Maiden Rock	Grange Hall Crop Serv.	Maiden Rock	
	Menomonie	Badger Bean & Grain	N. Broadway	235-9142
	MENOMONIE	Farmers Union Coop	403 1st Ave. West	235-3717
	Menomonie	Hardy's Elevator	West Side, Menomonie	235-2633
	Menomonie	Hofland's Mill	Rt. 1	235-4281
	Menomonie	Irvington Feed Store	Menomonie	
	Menomonie	Tri-County Coop Equity Assn.-1101 Tainter		
	Menomonie	Wisco. Milling Co.	120 Meadow Hill Dr.	235-9656
	Mondovi	Mondovi Coop Equity	Modena	946-3981
	Mondovi	Roy Hock, PAG Seed Corn	Rt. 1	
	Mondovi	Dean Linse Seed Corn	Rt. 2	
	Mondovi	Mondovi Coop Equity	Mondovi	
	Mondovi	Mondovi Feed Store	138 Howard	
	Neillsville	Christie Feed	Rt. 3	
	Neillsville	Farmers Union Coop	407 W. 7th	743-3252
	Neillsville	Grassland Feeder Pig	811 Hewitt St.	
	Neillsville	Glenn Suckow Feed Mill	RFD 1	743-3806
	Neillsville	Van Gorden & Sons Elevator	700 Grand	743-3171
	Neillsville	Wis. F.U.--Green Thumb	Rm. 209, Clark Cty Cthouse.	
	Nelson	Farmers Union Coop	Nelson	673-4334
	Nelson	Delbert J. Nelson Funks Seeds/Rt. 1		
	New Auburn	Jack's Feed Service	Rt. 1	
	New Auburn	Kelly's Feed Mill	New Auburn	
	Osseo	Beef River Farmers Union	307 W. 7th	597-2205
	Osseo	Foster Mill	RFD 1	878-4212
	Osseo	Osseo Elevator Co.	581 Elevator	597-3191
	Owen	Christensen's Feed	119 W. 3rd	
	Owen	Wagner Feed Mill	330 Oak Ave.	
	Plum City	Grange Hall Crop Serv.	Plum City	647-2192
	Plum City	Plum City Feed Mill	400 1st. Ave. East	647-3332
	Prescott	Hastings Elevator Assn.	165 2nd S.	262-5456
	Prescott	Jacques Seed Co.	Prescott	
	River Falls	Equity Coop Elevator	316 N. Clark St.	
	River Falls	River Falls Farm Sup.	Rt. 2	425-7411
	Rusk	Zutter Elevator	Rusk	235-2425
	Sand Creek	Sand Creek Farmers Union	Sand Creek	
	Spring Valley	Valley Elevator	Spring Valley	
	Stanley	Rollins & Son Inc.	110 S. Broadway	644-3386
	Stanley	Simon's Feed Store	118 N. Broadway	644-5928
	Stanley	Smith's Feed Mill	S. Broadway	644-5805
	Stockholm	Lund Feed Mill	RFD 1	448-3566
	Strum	Strum Farm Supply	3rd Ave. S.	695-2618
	Strum	Beef River Union	Strum	
	Thorp	E. J. Crane & Sons	205 E. Soo	669-5503

RIBUSINESS DUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
EFD/Seed age 3	Thorp	Farmers Union Coop	Thorp	
	Thorp	Larson's Feed Store	213 E. Soo	669-5644
	Thorp	Thorp Flour & Feed	400 N. Washington	669-5897
	Wheeler	Wheeler Feed Mill	Wheeler	
	Willard	Edward Perko	RFD 1, Willard	
	Willard	Stanley Suda Store	Willard	
	Withee	O. W. Trindal Co.	Withee	
	Withee	Withee Feed Mill	Withee	229-2929
	Neillsville	Arthur Stiemke	Rt. 2	743-2387

BUSINESS STRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
TILIZERS	Alma Center	G W Elevator	Alma Center	964-5501
	Augusta	Augusta Flour & Feed	124 W. Buchman	286-2826
	Bloomer	Farmers Union Coop	RFD 3	568-6933
	Bloomer	Stelter & Sons Elevator	914 15th Ave.	568-5370
	Boyceville	Barron Co. Lime Quarry	RFD 1	643-2980
	Boyceville	Cenex Farm Service	508 Main	643-2661
	Cadott	Farmers Union Cent. Exch.		289-4213
	Chippewa Falls	Chip. Farmers Union Coop	337 Park Ave.	723-2828
	Chippewa Falls	Modern Liquid Fert. Serv.	423 Emily	723-3485
	Colfax	Farmers Union Coop	Colfax	962-3173
	Durand	Durand Coop	514 E. Main	672-8947
	Durand	Durand Plant Foods	309 6th Ave. West	672-8763
	Eau Claire	Farm Supply Coop	403 N. Clairemont	835-3194
	Eleva	Farm Supply Coop	RFD 1	878-4357
	Ellsworth	Ellsworth Farmers Un.Coop	610 E. Main	273-4363
	Elmwood	Philips & Sons Feed Store	204 Omaha Ave.	639-2761
	Fall Creek	Fall Creek Coop Grain	211 E. Miami	877-2661
	Gilmanton	Gilmanton Cooperative	Gilmanton	946-3141
	Menomonie	Dairyland Ag-Chem, Inc.	Route 2	235-9067
	Menomonie	Farmers Union Coop	403 1st Ave. West	235-3717
	Menomonie	Riverview Ag. Service	303 2nd N.W.	235-7181
	Mondovi	Parker Limestone	Route 2	
	Neillsville	Super Growth Fertilizers	700 Grand	743-3174
	Osseo	Beef River Farmers Union	307 W. 7th	597-2205
	Osseo	Kings Valley Ag. Service	Hwy. 53	597-3328
	Pepin	Durand Coop.	Pepin	442-3853
	Plum City	Grange Hall Crop Service	Plum City	647-2192
	Plum City	Plum City Feed Mill	400 1st Ave. East	647-3332
	Prescott	Jacques Fertilizer Co.	Prescott	
	River Falls	River Falls Farm Sup.	Route 2	425-7411
	Stanley	Boyd Farmers Union	Stanley	677-3595
	Stanley	Rollins & Sons, Inc.	110 S. Broadway	644-3386
	Stockholm	Lund Feed Mill	RFD 1	448-3566
	Strum	Beef River Farmers Union	Strum	695-2643
	Strum	Strum Farm Supply	3rd Ave. South	695-2618
	Thorp	Farmers Union Coop	413 W. Birch	669-5544
	Wilson	Wilson Rock & Limestone	Wilson	772-4676

IBUSINESS USTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
ODS/FOOD OCESSING	Augusta	Bush Brothers	600 S. Highway	
	Augusta	Frase's Locker & Cheese Mart	-136 S. Stone	286-2920
	Bay City	Arnie's Farm House Mkt.	Bay City	
	Bay City	Sorensen Fish Co., Inc.	Bay City	
	Bloomer	Bloomer Quality Egg, Inc.	1005 9th Ave.	568-5130
	Bloomer	Indianhead Food Prod.	521 Main	568-2101
	Bloomer	Jerome Foods, Inc.	RFD 3	568-8949
	Cadott	Crescent Lockers	Cadott	
	Chippewa Falls	Jackson Fruit Co.	Route 1	723-7138
	Chippewa Falls	Klinger Farms, Inc.	RFD 3	288-6366
	Chippewa Falls	Lone Rooster Enterprises	Route 4	
	Chippewa Falls	McIlquhams, John	Route 4	723-6125
	Chippewa Falls	Ronald White Apple Orchard	Route 4	723-2681
	Durand	Durand Canning Co.	110 6th Ave. East	
	Durand	Durand Plant Foods	309 6th Ave. West	672-8763
	Eau Claire	Cadco Food Producta	2543 Clairemont	834-3418
	Eau Claire	Delicious Foods	774 First Ave.	
	Eau Claire	Frosty Acres Frosted Foods	1324 Menomonie St.	834-2044
	Eau Claire	Gamble-Robinson Co.	323 N Dewey	834-4135
	Eau Claire	Hartl Produce	3632 Lever St.	
	Eau Claire	Hixton Egg Co.	2515 E. Lexington Blvd	
	Eau Claire	Huntsinger Farms	Route 4	
	Eau Claire	INdianhead Frozen Foods	522 Water	834-2777
	Eau Claire	Milwaukee Cheese Co.	1324 Menomonie	834-2044
	Eau Claire	Prophet Foods	Davies Center-UW	
	Eau Claire	Roberts Farm House Foods	575 Cameron	832-9761
	Eau Claire	Silver Spring Gardens	Box 360	
	Eau Claire	Spizman Fruit Co.	3727 Jeffers Road	835-3027
	Eau Claire	Tony's Pizza	1740 Westgate Rd.	835-3491
	Elmwood	Wonderland Foods, Inc.	710 Main	
	Gilman	Drangle Foods	Gilman	
	Holcombe	Nuto Farm Supply	RFD 1	595-4766
	Menomonie	Connell's Sunridge Orchard	Route 1	772-4555
	Menomonie	Larry's Sno-Flake Foods	819 E. 21st Ave.	
	Menomonie	Menomonie Refrig. Locker	121 6th Ave. W.	235-5800
	Menomonie	Wisc. Frozen Foods	120 Meadow Hill Dr.	235-3144
	Mondovi	Gunderson Food Service	Mondovi	
	Mondovi	Mondovi Canned Foods	457 Canal	926-3616
	Osseo	Osseo Locker Plant	107 West 7th	597-3311
	Owen	Owen Canning Corp.	Owen	
	River Falls	Falls Sanitary Dairy	River Falls	
	Stanley	Rollins & Sons, Inc.	110 S. Broadway	644-3386
	Strum	Strum Locker Plant	5th Ave. North	695-2914

BUSINESS STRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
EST DUCTS	Alma	Buffalo Cty. Forestar	Alma	
	Alma	H & F Roettiger, Inc.	1301 Main	
	Alma	Serum Lumber Co.	Rt. 2	
	Augusta	Lampbert Lumber Co.	Augusta	
	Bay City	Esdaile Box & Lumber Co.	Bay City	
	Boyd	Marquette Spec. Prod.	Boyd	
	Boyceville	Interstate Lumber Co.	Boyceville	643-2341
	Boyd	August Lotz Co.	Boyd	
	Cadott	Lacina Lumber Co.	Cadott	289-4244
	Cadott	Norman Schofield	Cadott	
	Chili	Ploman Tie Mills	Chili	683-2584
	Chippewa Falls	Northern Crossarms Co.	Chippewa Falls	
	Cochrane	Buffalo Lumber & Tie Co.	Cochrane	
	Colfax	United Bldg. Center	421 Main	962-3353
	Connorsville	Harmisch Lumber Yard	Connorsville	643-5151
	Cornell	Cornell Bldg. Center	100 Osborne	239-6435
	Cornell	Home Discount Center	309 E. S., Cornell	239-6812
	Downsville	Wayne Pallets Inc.	Downsville	664-8375
	Durand	Durand Builders	P.O. Box 126	
	Durand	Chipowa Valley Logging	Durand	
	Durand	Durand Lumber & Supply	308 W. Main	
	Durand	Forest Depot.	Durand	
	Durand	Goodrich Lumber Co.	419 W. Madison	
	Durand	Schlosser Lumber Co.	Star Route	283-4801
	Durand	United Bldg. Center	301 E. Main	
	Durand	Wayne Bros.	Rt. 2	
	Eau Claire	H.H. Kleiner Co.	Eau Claire	
	Eau Claire	Mid-States Machinary	Hwy. 53	834-2779
	East Ellsworth	Ellis Lumber	East Elleworth	
	East Ellsworth	Ellsowrth Lumber Co.	East Ellsworth	
	Eleva	Eleva Lumber	Eleva	
	Eleva	Gordon Isaacson Lumber Sav	ng/Rt. 2	
	Elmwood	Elmwood Lumber & Grain	Elmwood	
	Fairchild	Habermeyer Tie Co.	Fairchild	
	Fairchild	Robert E. Nicholson	Fairchild	
	Gilman	Fred Gabryel	Gilman	
	Gilman	Korsella Lumber Co.	Gilman	937-2073
	Greenwood	Clayton Braun	Greenwood	
	Greenwood	United Bldg. Center	Greenwood	
	Holcombe	Don Crank	Holcombe	
	Holcombe	William Godfrey	Holcombe	
	Holcombe	Robert Hattamer	Holcombe	
	Holcombe	Lakeside Bldg. Center	Holcombe	595-4661
	Holcombe	Theodore Strzok	Holcombe	
	Holcombe	Walters & Walters	Holcombe	
	Holcombe	E. J. Wittek Logging	Holcombe	
	Independence	Liermo Lumber Co.	Rt. 2	
	Knapp	Shackleton Bldg. & lumber	Knapp	665-2251
	Mondovi	Ron Dregney	Mondovi	
	Mondovi	Farmers Coop. Lumber	135 E. Main	926-4239
	Mondovi	Goss Lumber & Pallets	223 E. Water	
	Mondovi	Jackson Lumber Harvester	Mondovi	
	Mondovi	Liermo Lumber Co.	Mondovi	

AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO
FOREST PRODUCTS Page 2	Mondovi	Pfund Bros. Lumber Co.	Mondovi	
	Neillsville	Fullerton Lumber Co.	402 Grand	
	Neillsville	Hoppas Corner	Neillsville	
	Neillsville	Kunze Bldg. Sup.	Rt. 1	
	Neillsville	Steltenpohl Forest Prod.	Neillsville	
	Nelson	Brunkow Hardwood Co.	Rt. 1	
	Nelson	Lester Hogan	Rt. 1	
	Pepin	Seifert Lumber Co.	Pepin	
	Pepin	Scott Tiffany	Pepin	
	Plum City	Plum City Lumber Co.	Plum City	
	Prescott	Prescott Lumber Co.	Prescott	
	Osseo	Hong Lumber Co.	Osseo	
	Osseo	Osseo Christmas Trees	Osseo	
	Menomonie	William Ockler	Menomonie	
	Menomonie	Stebbins Forest Prod.	Menomonie	
	Menomonie	Clarence Werner	Menomonie	
	Owen	Lund Bldg. Supply	224 E. Fifth	
	Owen	John Maldonis	R. R.	
	Owen	Paul Bros.	Rt. 1	
	Owen	Carl Thorne	Rt. 2	
	Owen	Tiledyne Post	331 N.Oak	
	River Falls	River Falls Lumber Co.	River Falls	
	Sand Creek	William E. Nelson	Sand Creek	
	Spring Valley	Bjornson Lumber Co.	Spring Valley	
	Spring Valley	Roland E. Dent	Spring Valley	
	Spring Valley	Gilbertson Lumber Co.	Spring Valley	
	Spring Valley	Haddow, Archie	Spring Valley	
	Spring Valley	Madson Lrb. Co.	Spring Valley	
	Spring Valley	North Central Prod.	Spring Valley	
	Stanley	Delmar Saw & Lumber Co.	R. 1	644-2006
	Stanley	Jermar Logging	Stanley	
	Stanley	Jerry Penk	RFD Stanley	
	Stanley	Stanwood Corp	Stanley	
	Strum	Russell Deetz	Strum	
	Strum	Arvid Kovlien	Strum	
	Thorp	Ed Gajda	R. R. 2, Thorp	695-3217
	Thorp	J & K Logging	Thorp	
	Thorp	Irving Syryczuk	R. R. 2	
	Thorp	Thorp Lumber	Thorp	
	Withee	S & R Sawmill	R. R. 2	
	Withee	Clyde Holmes	Withee	
	Withee	Howard Robaski	Withee	
	Withee	Frank Wittek	RFD 2	

AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO
HORTICULTURE:				
Gardenging	Arkansaw	Harmon Implement	Arkansaw	285-5120
Landscaping	Bloomer	Coon's Pump & Machine Works	Bloomer	
Surveying	Boyceville	Rabusch Sales & Service	615 Tiffany	643-3331
	Cadott	Stanek's, Inc.	Cadott	289-4652
	Chippewa Falls	Are Hardware Stores	312 N. Bridge	723-0271
	Chippewa Falls	Chippewa Farmers' Coop	Chippewa Falls	
	Chippewa Falls	Major Truck & Tractor	Route 7	834-8791
	Chippewa Falls	Morrison Implement	Route 5	723-2876
	Chippewa Falls	Mueller's Nursery	Route 4	723-4542
	Chippewa Falls	Spoke & Sport	Route 7	835-4644
	Chippewa Falls	Wissota Marina	Route 4	723-9181
	Chippewa Falls	Zutter Elevator, Inc.	11 E. Spring	723-3986
	Cornell	Frion Service Center	Route 1	289-4944
	Eau Claire	A & A Repair Service	3624 Hwy. 93	835-4783
	Eau Claire	ACME Black Dirt & landsca.	315½ Madison	832-7808
	Eau Claire	Alpine Landscape Center	Route 2	834-8211
	Eau Claire	Arnie's Ski & Garden Cent.	1804 Rudolph Rd.	834-1017
	Eau Claire	Owen Ayres & Assoc.	1300 W. Clairemont	834-3161
	Eau Claire	Barstow St. Auto Service	322 E. Madison	834-5200
	Eau Claire	Case Outdoor Power Equip.	Truax Blvd.	832-5494
	Eau Claire	Coop Shopping Center	Eau Claire	839-2864
	Eau Claire	Direct Sales & Service	1428 Bellinger	832-1697
	Eau Claire	Freitag, Kenneth R.	Route 2	832-6461
	Eau Claire	Green Thumb	2903 Preston Rd.	832-4553
	Eau Claire	Kempen Landscaping	112 Walnut	832-2325
	Eau Claire	Stanley L. Loken	104 Gibson	832-3371
	Eau Claire	Long's Sport Shop	430 Water	834-4177
	Eau Claire	Mousel's Truax Sales	815 Truax Blvd.	832-9466
	Eau Claire	Piehl, Grederick	3335 Trimble	835-9620
	Eau Claire	Robb Motors, Inc.	1701 S. Hastings Way	834-2807
	Eau Claire	Schreiner's Lawn Mnt.	1614 Vine	835-5461
	Eau Claire	Severson's Nursery	2124 Riverview Dr.	832-3943
	Eau Claire	Thompson's True Value	315 Walker Ave.	832-8024
	Eau Claire	Turf Managers, Inc.	Eau Claire	
	Ellsworth	Zutter Elevator	424 Railroad	834-1055
	Elmwood	Finstad Sales & Service	Ellsworth	
	Gilman	Elmwood Farm Service LTD	Hwy. 72 West	639-2311
	Holcombe	Oechslin Florists	RFD Gilman	
	Menomonie	Grigg's Nursery	Route 2	239-6176
	Menomonie	Gifford's Excavating	Route 2	235-7079
	Mondovi	Pember Const.	604 Main	235-0316
	Neillsville	Mondovi Implement, Inc.	E. Main, Hwy. 10	926-4231
	River Falls	Jennie Roland Florist	513 W. 5th	
	River Falls	Creative Landscaper	Route 1	425-7362
	River Falls	Falls Lawn & port	River Falls	
	Stanley	Nelson Nursery	Cty. Tk. N.W.	425-5681
	Thorp	Reit's Flower & Garden	Route 1	644-2303
	Chippewa Falls	Mrs. Anton Gulcjnski	500 W. Stanley St.,Thorp	
	Eau Claire	Indianhead Surveying Co.	Rt. 3	723-5121
		Seal Land Surveying	1316 Fairfax	832-3206

RIBUSINESS DUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
IVESTOCK	Augusta	Central Wis. Livestock	P.O. Box 6	
	Augusta	Dale Randall Livestock	RFD 1	286-2209
	Bloomer	Bloomer Livestock Mkt.	RFD 1	568-3180
	Bloomer	Bloomer Quality Egg	Bloomer	
	Bloomer	Prell Sylvan Livestock	1980 9th Ave.	568-2890
	Cadott	Chapek's Stock Yard	Rt. 2	289-4880
	Chippewa Falls	Cherrier Bros.	201 S. Prairie	723-6676
	Chippewa Falls	Hrdlicka Bros. Livestock	Rt. 7	723-1171
	Downing	Eddie's Livestock	Downing	265-4040
	Durand	Durand Stockyards	Star Rt.	672-8017
	Durand	Delano Sinz Cattle Buyer	Rt. 1, Box 173	672-5424
	Eau Claire	Equity Coop.	Eau Claire	
	Eau Claire	Meadowview Farms	Eau Claire	
	Eau Galle	Michael Weber	Eau Galle	283-4499
	Ellsworth	Huppert Dairy Cattle	Rt. 2	273-4240
	Fall Creek	Douglas Raether Stockyards	Fall Creek	877-2152
	Mondovi	Everett Loomis	Rt. 2	926-5257
	Mondovi	John Loomis	Rt. 2	926-5231
	Mondovi	Douglas Raether	Rt. 4	926-4432
	Mondovi	Rath Packing Co.	Mondovi	
	Neillsville	Grassland Feeder Pig	811 Hewett	743-3707
	Osseo	Ehalen Strey	Osseo	
	Plum City	Eddie's Livestock Service	Plum City	448-2439
	Plum City	Plum City Feed Mill	400 1st Ave. E.	647-3332
	Spring Valley	Reid's Valley Hatchery	Spring Valley	
	Strum	Strum Livestock Yards	Rt. 2	
	Thorp	Stanley Lis	RFD 2	669-3534
	Thorp	Mattes, Harold livestock	Thorp	669-5470
	Thorp	Mattes, Phillip Livestock	Rt. 3	669-3243
	Thorp	Mattes Livestock Auc. Mkt.	Rt. 3	669-3244

BUSINESS STRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
TS:	Alma	Alma Locker Plant	305 Main	
	Alma Center	A C Meat Locker	AlmaCenter	964-5781
duction,	Boyd	Boyd Meat & Locker	Boyd	667-3337
ufacturing,	Cadott	Crescent Meat & Processing	Rt. 2	289-3156
tribution	Chippewa Falls	Chippewa Sausage	430 Palmer	723-5054
	Chipoewa Falls	Gordy's IGA	Rt. 4	723-4828
	Chippewa Falls	Packerland Packing	925 W. River	723-9381
	Colfax	Donald Fennie Meat Plant	Rt. 3	962-3825
	Downsville	Downsville Meat Processors	Downsville	
	Durand	Williams Locker Plant	Rt. 1	
	East Ellsworth	Ellsworth Frozen Food	East Ellsworth	
	Eau Claire	Armour Co.	Calloway	832-8361
	Eau Claire	A Frankenthal & Son, Inc.	715 Oxford	832-1928
	Eau Claire	Hegg's County Store	407 Wisconsin	834-9362
	Eau Claire	Kandy of Wis.	2411 3rd	834-0111
	Eau Claire	Link Bros. Shopping Center	3015 Hamilton	834-2021
	Eau Claire	Sheboygan Sausage	1324 Menomonie	834-2044
	Ellsworth	Ellsworth Frozen Foods	460 E. Wall	273-4741
	Elmwood	Sailers Food Mkt.	Elmwood	
	Gilman	Kapsys Market, Inc.	Gilman	
	Gilman	Norman Skabround	Gilman	
	Greenwood	Bravener's Stockyards	Greenwood	
	Gilmanton	Gilmanton Cooperative	Gilmanton	946-3141
	Ellsworth	Grange Hall Locker	Rt.1	273-4081
	Menomonie	Menomonie Refrig. Lockers	121 6th Ave. W.	235-5800
	Mondovi	Glomski's City Meat Mkt.	103 Main	
	Mondovi	Gunderson Food Service	Mondovi	
	Neillsville	Grassland Feeder Pig	811 Hewett	
	Neillsville	Marg Kurt, Inc.	Rt. 2	
	Osseo	Osseo Locker Plant	107 W. 7th	
	Plum City	Watkins Lockers	Plum City	
	Strum	Strum Locker Plant	5th Ave. N.	695-2914
	Thorp	Nolechek's Meats Inc.	104 N. Washington	669-5580
	Thorp	Thorp Lockers	104 N. Washington	
	Willard	Stanley Lis Livestock	Willard	

RIBUSINESS DUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
ENDERING OMPANIES	Bloomer	Bloomer Dead Animal Service	1300 Main	568-3921
	Boyceville	Indianhead Rendering Co.	101 Railroad Ave.	643-3251
	Cameron	Tom Barr Fur Farm	Cameron, Route 1	458-2716
	Chippewa Falls	Chippewa Falls Rendering	Route 3	723-5759
	Chippewa Falls	Klinger Fur Farm, Inc.	Route 3	288-6366
	Eau Claire	Eau Claire Rendering Co.	Route 4	835-8031
	Eau Claire	Jopke Bros. Mink Farm	Route 4	823-3388
	Elmwood	DeLong Bros.Mink Farm	Elmwood	639-3461
	Fall Creek	Sill Fur Farm	Route 1	877-2155
	Granton	Short's Fur Farm	RFD 2	238-7193
	Greenwood	Barr Minkery	Greenwood	267-6335
	Greenwood	Ole Cray Dead Animal Serv.	Greenwood, Route 2	
	Neillsville	Marg Kurt & Keith	RFD 2, Neillsville	743-3136

BUSINESS STRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
KING	Alma	Agricultural Transport	Alma	
	Alma	Neitzel's Trucking	Rt. 1	
	Arkansaw	William L. Drier	Box 374	
	Arkansaw	Scott E. Herbst Trucking	Box 330	
	Arkansaw	Arnie Renz Trkg.	Rt. 2, Box 37	280-5819
	Augusta	LeBarron Trucking	Rt. 1	
	Bay City	Funk Bros. Transfer Co.	Bay City	
	Bloomer	Albrecht Trkg.	117 16th Ave.	
	Bloomer	Tom Anderson Trkg.	1124 15th Ave.	
	Bloomer	Bohl & Horse Livestock Trkg./1518 Vine	Bloomer	568-4471
	Bloomer	Tri-City Trucking	RFD 1	
	Boyceville	Blicher, Paul Trkg.	804 Tiffany	632-2229
	Boyceville	Lassallius, Earl	Boyceville	643-3701
	Boyceville	Dale Kindsicky	Rt. 1	632-2456
	Cadott	Gerald Rallin Spreading	Rt. 3	
	Chipnewa Falls	Robert Rubenzer Trkg.	Rt. 1	
	Downing	Nelson Trucking	Rt. 1, Box 122	672-5761
	Durand	Wm. Bauer Trucking	East Ellsworth	
	East Ellsworth	Hines Transfer	Eau Claire	
	Eau Claire	Winoek Transport	Eleva	
	Eleva	Gehring Trucking	Elk Mound	879-9180
	Elk Mound	Amdahl Trucking	Ellsworth	
	Ellsworth	DEM Federated Transport	Rt. 2	273-3154
	Ellsworth	Langer Transfer	Ellsworth	
	Ellsworth	Donald L. Murphy	Ellsworth	
	Ellsworth	Peterson Trucking	Elmwood	
	Elmwood	Kenneth Trainor	403 Woodman	639-4201
	Elmwood	Van Jack Trucking	Gilman	
	Gilman	John Zack	Rt. 1	743-3042
	Greenwood	Ervin Heck	Holcombe	
	Holcombe	Perry L. Fick Trucking	Rt. 1	
	Jim Falls	Don Lemke Trucking	Rt. 4	664-8449
	Downsville	Eugene Weber Trucking	187 Riverside	
	Mondovi	Davis Trucking	491 W. Vine	926-4487
	Mondovi	Arthur Dregney	Rt. 2	926-4212
	Mondovi	Famas Coop Transport(Robert Konkel)/Mondovi	Rt. 1	926-5806
	Mondovi	Fullmer Trucking	Rt. 4	
	Mondovi	Willard Grease Transport	129 Marten St.	
	Mondovi	Harsh Transfer	P.O. Box 126	
	Neillsville	Marten Transport	412 E. Thomas	597-3901
	Osseo	Neillsville Coop Trnsport	Rt. 1	597-2182
	Osseo	Wm. Hagen Trnsfer	Box 117	
	Owen	Dale Holman Livestock Trkg.	Rt. 1	
	Pepin	Ron Wagner & Son Trkg.	Pepin	
	Pepin	Bill's Trkg. Service	Rt. 1	
	Prescott	Keefe Bros. Trucking	River Falls	
	River Falls	Hildebrandt Trucking	Rt. 3, Box 158	
	River Falls	Christenson Harvey	River Falls	
	River Falls	Miller Truck Line	Spring Valley	
	Spring Valley	William F. Trebus	Spring Valley	778-4425
	Spring Valley	F & H Trucking		
		Helgeson Trucking		

AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
TRUCKING Page 2	Stanley	Stanley Truck Sales	1000 Dahl St.	
	Stanley	Charles Westaby	Stanley	
	Thorp	Dave Haas, Inc.	203 E. Birch	
	Withee	Howard Rabiski	Withee	

AGRIBUSINESS INDUSTRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO
TRUCKING				
Milk Haulers	Elmwood	Van Gerld Bulk Milk	Elmwood	
	Stanley	Charles Westaby	Stanley	
	Thorp	Frank Gurklis	Thorp, Rt. 3	
	Thorp	Casper Haas	Rt. 3, Thorp	
	Thorp	Mike Kryzanski	210 E. Elm	
	Thorp	Frank Ogurek	R. R. 1, Thorp	
	Thorp	Chester Sudak	702 N. Washington	
	Willard	Bill Zahr	Willard	
	Withee	Ron Amacher	Withee	
	Withee	Sig Borgison	RFD Withee	
	Withee	Sam Nelson	Withee	
	Withee	Ronald Sperling	Withee	

BUSINESS STRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
ERINARY	Alma Center	D. L. Strandberg	Alma Center	964-5441
	Augusta	Jack Horele	424 E.Lincoln	286-2001
	Bloomer	Bloomer Vet. Clinic	914 Riggs	568-5221
	Bloomer	Cty. Vet. Hospital	1408 Main	568-3621
	Bloomer	Dr. W. E. Gladitch	914 Riggs	568-5221
	Bloomer	D. L. Rothbauer	1009 Ivy	568-4611
	Boyceville	C. T. Brandy	133 Main	643-3511
	Cadott	Dan Winger, DVM	Rt. 3	289-4241
	Chippewa Falls	Chip. Vet. Clinic	218 Island	723-3655
	Chippewa Falls	Dr. Douglas H. Erbeck	Rt.7	834-9201
	Cornell	Cornell Vet. Clinic	408 N. 11th	239-6482
	Cornell	DeJongh & Goller	408 N. 11th	239-6482
	Durand	Durand Vet. Service	206 W. Main	
	Eau Claire	Ark Animal Hospital	Eau Claire	
	Eau Claire	Eau Claire Animal Hosp.	2828 Mall Dr.	835-5011
	Eau Claire	Dr. John Flynn	2135 N. Clairemont	834-7538
	Eau Claire	Kindness Animal Hosp.	312 Water	834-9203
	Eau Claire	Walter M. Klein	2914 Mondovi Rd.	834-3271
	Eau Claire	William R Rogers, DVM	Eau Claire	
	Eau Claire	Westgate Animal Hosp.	2135 N. Clairemont	834-7538
	Eleva	Richard Palmer	Eleva	287-4619
	Ellsworth	L.P. Traynor, DVM	243 N. Broadway	273-4632
	Fall Creek	Gerald G. Drehmel	281 S. Victory	877-2111
	Greenwood	E. L. Cook	212 N. Main	
	Holcombe	O.M. Enger, DVM	Holcombe	595-4767
	Menomonie	Chas. Arnston	1802 Stout Rd.	235-2611
	Menomonie	Wayne Barcus	1802 Stout Rd.	235-2611
	Menomonie	Pat Cleary	529 12th Ave. West	235-2626
	Menomonie	Joseph Gessner	529 12th Av . W.	235-2626
	Menomonie	Robt. Houser	529 12th Ave. W.	235-2626
	Menomonie	Gary Leff	1802 Stout Rd.	235-2611
	Menomonie	Menomonie Vet. Hosp.	1802 Stout Rd.	235-2611
	Menomonie	Perry's Vet. Sup.	Rt. 3	664-8718
	Menomonie	J. W. Register	1802 Stout Rd.	235-2611
	Menomonie	Riverview Vet. Clinic	529 12th Av. W.	235-2626
	Menomonie	James Schmidt	1802 Stout Rd.	235-2611
	Mondovi	Buffalo Valley Vet. Center	/733 E. Main	926-3300
	Neillsville	E.H. Brekke	114 W. 5th	743-2626
	Osseo	Thomas Horel	203 E. Thomas	597-2216
	Neillsville	D.H. Jenkins	Neillsville	743-3058
	Plum City	Loyal Monson	211 1st Ave. East	647-2022
	Plum City	Plum City Vet. Serv.	400 A Main	647-3602
	Owen	Dairyland Animal Clinic	Box 160	
	River Falls	John R. Berggren	1055 E. Cascade	425-2348
	River Falls	Mack Vet. Hosp	209 N. Main	425-5445
	River Falls	D. D. Vezina, DVM	Hwy. 35 S., Rt. 3	425-6628
	River Falls	D. D. Sitz, DVM	Rt. 1	425-9595
	River Falls	River Falls Vet. Hsp.	1055 E. Cascade	425-2348
	Stanley	Stanley Vet. Clinic	108 Wisconsin Ave.	644-5945
	Strum	Pulvermaeher Drugs	111 5th Av .N.	695-3417
	Thorp	R. H. Stusser	310 W. Stanley St.	

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BUSINESS STRY	CITY LOCATED	NAME OF FIRM	ADDRESS	PHONE NO.
CELLANEOUS	Chippewa Falls	Agri-Profit Systems	1080 W. River	
	Chippewa Falls	Chippewa Cty. Coop. Dairy Herd Improvement Assoc.	15 E. Spruce	
	Chippewa Falls	Farmers Education & Coop Union	/117 W. Spring	
	Durand	Dairy Farm Leasing	Rt. 2, Box 105	
	Eau Claire	Broadcasters Service	Eau Claire	
	Eau Claire	Lystads, Inc. (Pest Control)	1430 Truax Blvd.	834-1724
	Eau Claire	Orkin Exterminating Co.	415½ S. Farwell	832-3707
	Eau Claire	Post Broadcasters	Eau Claire	
	Eleva	Family Farms	Eleva	
	Elmwood	Elmwood Farm Serv., Ltd.	Elmwood	639-2311
	Fall Creek	Fall Creek Fur Farm	Fall Creek, Rt. 3	
	Fall Creek	Crest of Honor Mink	Rt. 3	
	Greenwood	Cooperative Services(Dennis Bucheger)	414 S. Main	267-6105
	Greenwood	Barr Minkery	RFD 2	
	Maiden Rock	Grange Hall Crop Service	Maiden Rock	
	Menomonie	Riverview Ag. Service	P.O. Box 217	
	Neillsville	Grassland Feeder Pig	811 Hewett	
	Osseo	Kings Valley Ag. Service	Hwy. 53	743-3707

The number of surveys made is given in Table 2 by agribusiness categories.

Table 2

Summary of Survey Instruments

Agribusiness	Total Firms Identified In District	No. Surveyed	Percent	No. of Employees In Surveyed Bus.	No. of People Needed Now	No. of People Needed 5 Years Hence	No. Jobs Requiring Technical Training
1. Ag Services	20	2	10.000%	18	2	3	2
2. Artificial Insemination	23	1	.043	0	0	0	1
3. Auctioneers/Auction Markets	8	0	.000	0	0	0	0
4. Banks/Financing	90	31	34.400	265	2	29	47
5. Building Contractors	150	15	10.000	335	0	40	30
6. Building Materials	34	8	23.500	81	0	12	26
7. Cheese/Cheese Factories	47	7	14.800	76	0	5	7
8. Concrete	23	4	17.380	49	2	2	2
9. Dairies/Creameries	66	15	22.720	595	1	52	7
10. Dairy Equipment & Supplies	27	2	7.400	11	0	3	3
11. Dairy Products	20	1	5.000	47	0	2	0
12. Excavating/Excavating Equipment	44	0	.000	0	0	0	0
13. Farm Equipment (Implement)	91	44	48.350	410	7	95	99
14. Farm Equipment (Non-Implement)	64	5	7.800	78	0	5	8
15. Farm Supply	145	17	11.720	258	4	26	32
16. Feed/Seed	117	29	24.780	243	5	24	33
17. Fertilizers	37	1	2.700	7	0	2	0
18. Foods/Food Processing	43	9	20.930	185	0	4	10
19. Forest Products	96	13	13.540	9[illegible]	0	2	7
20. Horticulture: Gardening, Landscaping, and Surveying	50	4	8.000	23	0	4	11
21. Livestock	30	4	13.340	33	0	0	4
22. Meats: Production, Manufacturing, and Distribution	35	6	17.140	28	0	4	6
23. Rendering Companies	13	1	7.690	40	0	6	1
24. Trucking	68	4	5.880	17	0	0	0
25. Veterinary	51	4	7.840	19	0	1	1
26. Miscellaneous	18	4	22.200	68	1	6	8
TOTAL	1,428	231	16.180%	2,944	34	327	345

The percentage of firms interviewed in each category, Table 2, varied considerably. The reason for the low percentage in some categories was that (1) the firms were very small in nature and did not employ many people or (2) the people were self-employed. More emphasis was placed on firms employing greater numbers of people and areas where additional training might be needed.

Figures in Table 2 [illegible]te a sizable number of jobs in the Banking/Finance, Building Contractors, Building Materials, Farm Equipment, Farm Supply, and Feed/Seed categories require technical

training. It would appear from the table this will be true five years from now, too.

Full-Time Employment Needs

The previous table summarized the employment needs by agribusiness categories. A selected number of these categories will be examined in greater detail in the following tables. Both the employment and educational training needs will be shown.

Table 3

Banks/Financing Employment and Educational Training Needs

Job Title	No. of Full-Time People Now	No. of Vacancies Trying To Fill Now	Next 5 Yrs.		No. Increase or Decrease	Educational Level					
			same size	increase		8th Grade	High School	B.S.	Technical Training	Work Experience	No Preference
Tellers	52	0	1	5	9	—	3	—	6	3	—
Cashier	7	0	—	—	—	—	—	1	5	—	—
Management	37	0	2	1	0	—	—	12	11	2	—
Agriculture Rep.	2	0	—	1	—	—	—	1	—	—	—
Loan Officer	61	0	2	6	11	—	1	7	5	1	—
Clerical	56	0	2	4	4	—	3	—	13	1	—
Maintenance Custodian	6	0	1	—	—	—	1	—	—	1	1
Bookkeeper	32	2	1	3	4	—	1	—	3	1	—
Credit Manager	12	0	—	—	—	—	—	1	4	1	—
Total	265	2	9	20	28	—	9	22	47	10	1

Total Surveys = 31

It should be noted that in all these tables the column "Number of Vacancies Trying to Fill Now" may appear low. This figure may be misleading as it was true only at that given time of the interview. The figure could change from day to day.

The greatest percentage of people employed by banks are tellers, loan officers, and clerical as shown in Table 3. It would appear that

there will be a continued strong demand for tellers and loan officers in the next five years. The jobs of management and clerical will have the most need for technical training.

Table 4

Cheese/Cheese Factory Employment and Educational Training Needs

Job Title	No. of Full-Time People Now	No. of Vacancies Trying To Fill Now	Next 5 Yrs.		No. Increase or Decrease	Educational Level					
			same size	increase		8th Grade	High School	B.S.	Technical Training	Work Experience	No Preference
Clerical	7	0	2	—	—	—	—	—	1	—	—
Management	3	0	—	—	—	—	—	—	1	1	—
Cheese Maker	26	0	1	—	—	—	—	—	2	2	1
Mechanics Main-tenance	1	0	—	—	—	—	—	—	1	—	—
General Laborer Helpers	35	0	—	1	5	—	1	—	2	1	—
Truck Driver	14	0	1	—	—	—	1	—	—	—	—
Totals	86	0	4	1	5	—	2	—	7	4	1

The data in Table 4 shows that cheese makers and general laborers are the jobs in greatest demand in cheese/cheese factories. Strong preferences for any training in this area were not evident.

Table 5

Dairies Employment and Educational Training Needs

Job Title	No. of Full-Time People Now	No. of Vacancies Trying To Fill Now	Next 5 Yrs.		No. Increase or Decrease	Educational Level					
			same size	increase		8th Grade	High School	B.S.	Technical Training	Work Experience	NO Preference
Management	45	0	--	--	--	--	--	1	4	2	--
General Labor	424	0	--	2	50	--	8	--	--	3	--
Milk Hauler	6	0	--	--	--	--	1	--	--	--	--
Machine Operator	35	0	--	--	--	--	--	--	1	1	--
Truck Driver	39	0	--	--	--	--	1	--	--	--	--
Lab Tech.	7	0	--	2	2	--	--	--	2	2	--
Route Man	1	0	--	--	--	--	--	--	--	--	--
Office Clerical	34	0	--	--	--	--	--	--	--	--	--
Mechanics	4	0	--	--	--	--	--	--	--	--	--
Total	595	0	--	4	52	--	10	1	7	8	--

A large number of job titles were identified in the Dairies category, Table 5. The bulk of the people employed by dairies appeared to be general laborers. Growth in this job title will be the greatest in the next five years. A number of people are also employed in management, machine operation, office-clerical, and truck driving. A limited number of firms interviewed required technical training for employment in the business.

Table 6

Farm Equipment (Implement) Employment and Educational Training Needs

Job Title	No. of Full-Time People Now	No. of Vacancies Trying To Fill Now	Next 5 Yrs.		No. Increase or Decrease	Educational Level					
			same size	increase		8th Grade	High School	B.S.	Technical Training	Work Experience	No Preference
Parts	65	4	12	18	24	—	—	—	25	10	1
Service	212	1	12	34	55	—	2	—	34	7	1
Sales	49	1	—	9	11	—	—	—	17	—	—
Clerical Office	26	1	9	1	1	—	—	—	12	8	—
Management	31	0	7	—	1	—	—	—	7	3	1
Set up	11	0	—	2	3	—	—	—	1	1	—
Laborer	3	0	—	—	—	—	—	—	—	—	—
Truck Driver	13	0	—	—	—	—	—	—	1	—	—
Total	410	7	40	54	95	—	2	—	97	29	3

A large number of farm equipment (implement) firms were interviewed as evidenced by the data in Table 6. These firms were in general quite optimistic about the future and anticipated continued growth. Many of the jobs in this area require technical training for gainful employment, particularly parts and service. The sales, service, and parts jobs make up the greatest percentage of the job force within an implement firm. Management and office-clerical were next in the numbers needed for operation of the firms. Employers see a sizable increase in the number of parts and service people needed in the next five years.

Table 7

Farm Equipment (Non-Implement) Employment and Educational Training Needs

Job Title	No. of Full-Time People Now	No. of Vacancies Trying To Fill Now	Next 5 Yrs.		No. Increase or Decrease	Educational Level					
			same size	increase		8th Grade	High School	B.S.	Technical Training	Work Experience	No Preference
Parts	1	0	—	1	1	—	—	—	1	—	—
Service	6	0	—	2	2	—	—	—	2	—	—
Sales	4	0	—	—	—	—	—	—	2	1	—
Office/ Clerical	1	0	—	—	—	—	—	—	2	—	—
Management	5	0	—	—	—	—	—	—	1	—	—
Labor Set Up	56	0	—	1	2	—	—	—	—	—	1
Drivers	5	0	—	—	—	—	—	—	—	—	—
Total	78	—	—	4	5	—	—	—	8	1	1

This agribusiness category listed farm equipment dealers involved in feeding, handling, grain drying equipment and the like. Quite a sizable number of the firms that were interviewed in the farm equipment (implement) category could have been listed in this category as well. Hence, the figures in Table 7 are not truly representative of the industry as a whole.

Much of the farm equipment mentioned in the previous paragraph does need to be assembled. This fact was verified in that 56 people, note Table 7, were employed as set-up people.

Table 4

Farm Supply Employment and Educational Training Needs

Job Title	No. of Full-Time People Now	No. of Vacancies Trying To Fill Now	Next 5 Yrs. same size	Next 5 Yrs. increase	No. Increase or Decrease	Educational Level 8th Grade	High School	B.S.	Technical Training	Work Experience	No Preference
Management	36	0	—	—	—	—	--	2	10	5	—
Sales	19	0	--	4	6	—	--	--	4	1	—
Delivery Driver	50	0	—	2	5	—	3	—	1	3	1
Petroleum Division	24	0	—	1	1	--	3	--	--	2	—
Feed Mill	50	2	—	4	6	—	4	—	5	2	—
Fertilizer	19	2	—	3	7	--	--	—	4	2	—
Office/ Clerical	27	0	—	1	1	—	—	--	5	1	--
Service Parts	9	0	—	--	—	--	—	—	2	—	—
Plumbing & Heating	2	0	--	--	—	--	--	--	—	—	—
Hardware	12	0	--	—	--	—	—	—	1	1	--
Total	248	4	—	15	26	—	10	2	32	18	1

A total of 10 different job titles were identified in the farm supply agribusiness category. These are listed in Table 8. Note that there are a sizable number of people employed in many of the categories. Employers indicated that they expect increased sales in the next five years and will need additional people in the sales, delivery, petroleum, feed mill, fertilizer and office/clerical areas.

Technical training and work experience were listed by many employers as being essential in this agribusiness field. Observe in Table 8 that with the exception of the petroleum and plumbing-heating areas technical training was desirable for all job titles.

Table 9

Feed/Seed Employment and Educational Training Needs

Job Title	No. of Full-Time People Now	No. of Vacancies Trying To Fill Now	Next 5 Yrs.		No. Increase or Decrease	Educational Level					
			same size	increase		8th Grade	High School	B.S.	Technical Training	Work Experience	No Preference
Management	28	3	—	2	3	—	1	1	10	4	—
Sales	5	1	—	—	—	—	—	1	5	—	—
Delivery Feeds Drivers	23	0	—	—	—	—	4	—	—	—	—
Sprayer Ag-Chemist	6½	0	—	—	—	—	—	—	2	1	—
Feed Mill	135	1	—	8	19	—	11	—	6	—	—
Fertiliser	2½	0	—	—	—	—	1	—	2	—	—
Office/ Clerical	11	0	—	—	—	—	—	—	5	1	—
Service/ Parts	32	0	—	1	3	—	—	—	3	1	—
Total	243	5	—	11	25	—	17	3	33	7	—

Many of the job titles that appeared in the farm supply table also appear in Table 9. Again some firms were listed under both agribusiness categories, although the data from the personal interview was included in only one table.

Feed mill personnel make up the greatest employment in this category. Feed and seed firms expect the most growth in this job area in the next five years. Other than for truck drivers, post-secondary training in the remaining job areas was requested by employers.

Part-Time and Seasonal Employment Needs

Table 10

Building Contractor Part-Time and Seasonal Employment Needs

Job Title	Part-Time Employees	Seasonal Employees	Months Worked By Seasonal Employees	
			Beginning Month	Ending Month
Delivery	4	--	--	--
Labor	30	--	March	October
Construction	--	14	March	November

Part-time and seasonal employees are used extensively by building contractors. As would be expected, these are primarily construction and general laborers. Most of these people are employed from March to November as shown in Table 10.

Table 11

Food/Food Processing Part-Time and Seasonal Employment Needs

Job Title	Part-Time Employees	Seasonal Employees	Months Worked By Seasonal Employees	
			Beginning Month	Ending Month
Laborer	--	400	June	September
Apple Picker	--	8-10	September	November

Data in Table 11 indicates the seasonal need of employees in the food/food processing category. The vegetable industry needs a large number of employees from June through September, whereas the fruit industry requires additional employees from September to November.

Table 12

Farm Equipment (Implement) Part-Time and Seasonal Employees

Job Title	Part-Time Employees	Seasonal Employees	Months Worked By Seasonal Employees	
			Beginning Month	Ending Month
General Laborer	10	--	May	August
Set Up	13	--	May	August
Truck Driver	1	--	May	August
Mechanics	4	--	--	--
Parts	3	--	May	August
TOTAL	31			

Farm Equipment (Implement) firms have need for additional personnel in the spring and summer months. Table 12 indicates the greatest need is in the general labor and set-up job areas.

Table 13

Farm Supply Part-Time and Seasonal Employees

Job Title	Part-Time Employees	Seasonal Employees	Months Worked by Seasonal Employees	
			Beginning Month	Ending Month
General Fertilizer	4	3	June	August
Bookkeeping	1	--	Vacation Periods	
General Helper	10	1	Summer Employment	
Service Station	1	--	--	--
Feed Mill	2	3	Mid-winter and spring	
			April	June
TOTAL	18	7		

Part-time and seasonal employees are both used by farm supply firms. Note in Table 13 that the emphasis on the use of these people is during the summer months.

Table 14

Feed/Seed Part-Time and Seasonal Employees

Job Title	Part-Time Employees	Seasonal Employees	Months Worked by Seasonal Employees	
			Beginning Month	Ending Month
Truck Driver	4	1	April	September
Mill Worker	14	1	October May	December July
Custom Herbicide/ Customer Fertilizer	30	3	April May	October July

Custom services to farmers require additional personnel for the feed/seed agribusiness category. Part-time employees are used for the custom application of herbicides and fertilizers. Table 13 also indicates that additional mill workers are needed in the summer months and at harvest time.

Occupational Extension Courses

Table 15

Occupational Extension Courses--Business

Course	Number of Employers Requesting
Ag. Financing	10
Farm Management	9
Farm Records	7
Farm Record Analysis	4
Marketing Farm Products	7
Farm Income Tax	1
Farm Law	1
Insurance	11
Communication Skills	19
Personal and Job Behavior	1
Clerical Practices	3
Records Management	5
Inventory Control	4
Business Machines	1
Introduction to Data Processing	2
Accounting	13
Merchandising	3
Bookkeeping	9
Credit	13

Courses in communication skills, agriculture financing, farm management, farm records, marketing, insurance, accounting and bookkeeping were most often requested by employers as needed to upgrade their employees. A complete list of all the courses requested in the business area is listed in Table 15.

Table 16

Occupational Extension Courses--Animal Science

Course	Number of Employers Requesting
Dairy Production	1
Animal Nutrition	2
Feeding Formulation	8
Animal Health	3
Artificial Insemination	2
Dairy Products Handling	4
Milking Supplies and Equipment	1
Meat Products	5
Bee Keeping	1
Laboratory Technician	4

Animal science courses desired by employers for their employees are listed in Table 16. The area of feeding and nutrition was quoted most often as needed extension courses.

Table 17

Occupational Extension Courses--Crops and Soils

Course	Number of Employer Requesting
Basic Soils	3
Crop Fertilization	11
Ag Chemicals	11
Forage Crops	1
Horticulture	1
Woodlot Management	1
Lawn Care, Ground Maintenance	2
Landscaping	1
Soil and Water Conservation	1
Soils and Fertilizers	20
General Environment	1
Seeds	1

Observation of Table 17 reveals that crop fertilization, agriculture chemicals, soils and fertilization courses are needed to upgrade

employees in the crops and soils area. Ten other courses were listed by employers in the crops and soils area.

Table 18

Occupational Extension Courses--Agricultural Engineering

Course	Number of Employers Requesting
Preventative Maintenance	1
Electrical Systems	5
Gas Welding	7
Arc Welding	7
Plumbing Maintenance	2
Farm Buildings (Theory of Construction)	1
Blueprint Reading and Drafting	6
Farm Buildings (Ventilation)	1
Farm Buildings (Material Estimating)	1
Farm Machinery Repair & Maintenance	6
Farm Tractor Repair & Maintenance	4
Basic Hydraulics	5
Farmstead Planning	1
Diesel Fuel System	10
Electrical & Ignition Systems	1
Field Adjustment of Machinery	4
Timber Cutting	2
Small Engines	2
Electric Controls & Farm Mechanization	1
Electric Motors	1
Surveying	1
Concrete	2
Diesel Driving	1

Employers requested a number of extension courses in the agricultural engineering areas as evidenced in Table 18. Diesel fuel systems is a course that ten employers thought would be useful to their employees. All of the potential extension courses identified in the ag engineering area are listed in Table 18.

CHAPTER IV

SUMMARY AND CONCLUSIONS

The main objective of this study was to identify agribusiness firms within VTAE District One and the need of their employees for continuing vocational and technical education.

A total of 1,428 firms were identified in 26 agribusiness categories. Job titles were defined within each of these categories. Agribusiness firms were randomly sampled to determine the current number of people employed, current vacancies and expected employment increases in the next five years. The amount of training and work experience for the job was also determined. Potential occupation extension courses were identified in business, animal science, crops, soils, and agriculture engineering.

The identification of the agribusiness firms in VTAE District One will be very useful in the future. This listing can be used for mailing research surveys on extension classes, seminars, or workshops. People identified within these firms may be potential advisory committee members, instructors, or company contacts for equipment, etc. The agribusiness firm might also serve as a training station should agriculture programs with internships be developed at VTAE District One. In addition, the possibility of jobs in these firms for VTAE District One should not be overlooked.

Agribusiness is big business in VTAE District One and this study has borne that out. There are a large number of agribusiness firms and a large number of people employed in these agribusiness firms. The study revealed that these firms have a number of vacancies on a continuing basis. In addition, many firms expect to expand in the next five years. Many of these jobs will require technical training. The study further indicated that many people will be in need of occupational extension courses for upgrading their skills and knowledge.

VTAE graduates employed in the surveyed agribusiness firms seemed to be quite pleased with the education they had received while in school. Likewise, employers spoke very highly of most all of the VTAE graduates that they had employed in their businesses.

In summary, employer receptiveness and response to the personal interviews was great. The project served a very important role in the improvement of public relations with these agribusiness firms. The data obtained from these employers will be most useful in the future planning of agriculture offerings at VTAE District One.

APPENDIX A

RESEARCH PROJECT SUMMARY

RESEARCH PROJECT

DATA

Project Name: Determining Adult Agri-Business Training Needs

Project Number: 01-038-151-226

District Number: 158

PROJECT INFO

I. Main purpose of this study is to identify the agribusiness firms within the district and to determine the needs of their employees for continuing vocational and technical education.

II. Specific Objectives:

A. Identify the agribusinesses operating within the district.

B. Identify the occupations (and job classifications) of those employed in this industry.

C. Identify a present and future employment need for identified skills and competencies, along with training needs for those currently employed in agribusiness occupations.

D. Integrate the data into information which will provide for program planning in this district and can be used as a guide for administrative decision making, budgeting, and program planning throughout the state.

III. Identify all agribusiness firms except farming operation within the district.

IV. Businesses and firms should be classified under the following headings:

Forest Products (include logging)
Horticulture and Landscaping
Dairy Product Manufacturing and Distribution
Meat Product Manufacturing and Distribution
Canning and Preserving of Farm Products
Farm and Garden Supply Farm Stores
Farm Implement Dealers
Manufacturers of Agriculture Equipment

(Note: The above are the areas identified in the project. I'm sure that we may want to break these down further or add others.)

V. After identification and classification of agribusiness industries, an interview type survey will be made of randomly selected industries.

REIMBURSEMENT

I. Keep a separate time card and mileage expense sheet for this project. Be sure to identify these as being a part of the research project; this being done by use of the project number.

II. Please turn in or send to me both the time card and mileage expense sheet by the 1st of each month.

ASSESSOR ROLLS - County Clerks' Office

1. Buffalo
2. Chippewa
3. Clark
4. Dunn
5. Eau Claire
6. Jackson
7. Pepin
8. Pierce
9. St. Croix
10. Taylor
11. Trempealeau

CITIES AND TOWNS IN DISTRICT

AREA COORDINATORS' ASSIGNMENTS BY HIGH SCHOOLS IN THEIR AREA

CHIPPEWA AREA

Mr. Young	School #
Chippewa Falls	20
Bloomer	23
Cadott	25
Cornell	24
Gilman	29
Holcombe	21
New Auburn	22

SOUTHERN & EASTERN CENTERS

Mr. Gesell	School #
Alma	38
Alma Center	15
Altoona	69
Arkansaw	39
Augusta	12
Durand	36
Eleva-Strum	13
Fall Creek	19
Gilmanton	41
Greenwood	16
Mondovi	37
Neillsville	17
Osseo-Fairchild	14-51
Owen-Withee	28
Pepin	35
Stanley	26
Thorp	27

MENOMONIE AREA

Mr. Hehli	
Menomonie	30
Boyceville	31
Colfax	32
Elk Mound	33
Ellsworth	42
Elmwood	34
Plum City	43
Prescott	44
River Falls	45
Spring Valley	46

EAU CLAIRE AREA

Mr. Jacobson	
Eau Claire	10

BUFFALO COUNTY	06000
T OF ALMA	06002
T OF BELVIDERE	06004
T OF BUFFALO	06006
T OF CANTON	06008
T OR CROSS	06010
T OF DOVER	06012
T OF GILMANTOWN	06014
T OF GLENCOE	06016
T OF LINCOLN	06018
T OF MAYVILLE	06020
T OF MILTON	06022
T OF MODENA	06024
T OF MONDOVI	06026
T OF MONTANA	06028
T OF NAPLES	06030
T OF NELSON	06032
T OF WAUMANDEE	06034
V OF COCHRANE	06111
C OF ALMA	06201
C OF BUFFALO	06206
C OF FOUNTAIN CITY	06226
C OF MONDOVI	06251

CHIPPEWA COUNTY	09000
T OF ANSON	09002
T OF ARTHUR	09004
T OF AUBURN	09006
T OF BIRCH CREEK	09008
T OF BLOOMER	09010
T OF CLEVELAND	09012
T OF COLBURN	09014
T OF COOKS VALLEY	09016
T OF DELMAR	09018
T OF EAGLE POINT	09020
T OF EDISON	09022
T OF ESTELLA	09024
T OF GOETZ	09026
T OF HALLIE	09028
T OF HOWARD	09032
T OF LAFAYETTE	09034
T OF LAKE HOLCOMBE	09035
T OF RUBY	09036
T OF SAMPSON	09038
T OF SIGEL	09040
T OF TILDEN	09042
T OF WHEATON	09044
T OF WOODMOHR	09046
V OF BOYD	09106
V OF CADOTT	09111
V OF NEW AUBURN	09161
C OF BLOOMER	09206
C OF CHIPPEWA FALLS	09211
C OF CORNELL	09213
C OF EAU CLAIRE	09221
C OF STANLEY	09281

CLARK COUNTY	10000
T OF BEAVER	10002
T OF BUTLER	10004
T OF COLBY	10006
T OF DEWHURST	10008
T OF EATON	10010
T OF FOSTER	10012
T OF FREMONT	10014
T OF GRANT	10016
T OF GREEN GROVE	10018
T OF HENDREN	10020
T OF HEWETT	10022
T OF HIXON	10024
T OF HOARD	10026
T OF LEVIS	10028
T OF LONGWOOD	10030
T OF LOYAL	10032
T OF LYNN	10034
T OF MAYVILLE	10036
T OF MEAD	10038
T OF MENTOR	10040
T OF PINE VALLEY	10042
T OF RESENBERG	10044
T OF SEIF	10046
T OF SHERMAN	10048
T OF SHERWOOD	10050
T OF THORP	10052
T OF UNITY	10054
T OF WARNER	10056
T OF WASHBURN	10058
T OF WESTON	10060
T OF WITHEE	10062
T OF WORDEN	10064
T OF YORK	10066
V OF CURTISS	10111
V OF DORCHESTER	10116
V OF GRANTON	10131
V OF UNITY	10186
V OF WITHEE	10191
C OF ABBOTSFORD	10201
C OF COLBY	10211
C OF GREENWOOD	10231
C OF LOYAL	10246
C OF NEILLSVILLE	10261
C OF OWEN	10265
C OF THORP	10286

DUNN COUNTY	17000
T OF COLFAX	17002
T OF DUNN	17004
T OF EAU GALLE	17006
T OF ELK MOUND	17008
T OF GRANT	17010
T OF HAY RIVER	17012
T OF LUCAS	17014
T OF MENOMONIE	17016
T OF NEW HAVEN	17018
T OF OTTER CREEK	17020
T OF PERU	17022
T OF RED CEDAR	17024
T OF ROCK CREEK	17026
T OF SAND CREEK	17028
T OF SHERIDAN	17030
T OF SHERMAN	17032
T OF SPRING BROOK	17034
T OF STANTON	17036
T OF TAINTER	17038
T OF TIFFANY	17040
T OF WESTON	17042
T OF WILSON	17044
V OF BOYCEVILLE	17106
V OF COLFAX	17111
V OF DOWNING	17116
V OF ELK MOUND	17121
V OF KNAPP	17141
V OF RIDGELAND	17176
V OF WHEELER	17191
C OF MENOMONIE	17251

EAU CLAIRE COUNTY	18000
T OF BRIDGE CREEK	18002
T OF BRUNSWICK	18004
T OF CLEAR CREEK	18006
T OF DRAMMEN	18008
T OF FAIRCHILD	18010
T OF LINCOLN	18012
T OF LUDINGTON	18014
T OF OTTER CREEK	18016
T OF PLEASANT VALLEY	18018
T OF SEYMOUR	18020
T OF UNION	18022
T OF WASHINGTON	18024
T OF WILSON	18026
V OF FAIRCHILD	18126
V OF FALL CREEK	18127
C OF ALTOONA	18201
C OF AUGUSTA	18202
C OF EAU CLAIRE	18221

JACKSON COUNTY	27000
T OF ADAMS	27002
T OF ALBION	27004
T OF ALMA ✓	27006
T OF BEAR BLUFF	27008
T OF BROCKWAY	27010
T OF CITY POINT	27012
T OF CLEVELAND ✓	27014
T OF CURRAN	27016
T OF FRANKLIN	27018
T OF GARDEN VALLEY ✓	27020
T OF GARFIELD ✓	27022
T OF HIXTON ✓	27024
T OF IRVING	27026
T OF KNAPP	27028
T OF KOMENSKY	27030
T OF MANCHESTER	27032
T OF MELROSE	27034
T OF MILLSTON	27036
T OF NORTH BEND	27038
T OF NORTHFIELD ✓	27040
T OF SPRINGFIELD	27042
V OF ALMA CENTER ✓	27101
V OF HIXTON	27136
V OF MELROSE	27151
V OF MERRILLAN ✓	27152
V OF TAYLOR	27186
C OF BLACK RIVER FALLS	27206

PEPIN COUNTY	46000
T OF ALBANY	46002
T OF DURAND	46004
T OF FRANKFORT	46006
T OF LIMA	46008
T OF PEPIN	46010
T OF STOCKHOLM	46012
T OF WATERVILLE	46014
T OF WAUBEEK	46016
V OF PEPIN	46171
V OF STOCKHOLM	46181
C OF DURAND	46216

*Checks indicate townships within our District.

PIERCE COUNTY	47000
T OF CLIFTON	47002
T OF DIAMOND BLUFF	47004
T OF ELLSWORTH	47006
T OF EL PASO	47008
T OF GILMAN	47010
T OF HARTLAND	47012
T OF ISABELLE	47014
T OF MAIDEN ROCK	47016
T OF MARTELL	47018
T OF OAK GROVE	47020
T OF RIVER FALLS	47022
T OF ROCK ELM	47024
T OF SALEM	47026
T OF SPRING LAKE	47028
T OF TRENTON	47030
T OF TRIMBELLE	47032
T OF UNION	47034
V OF BAY CITY	47106
V OF ELLSWORTH	47121
V OF ELMWOOD	47122
V OF MAIDEN ROCK	47151
V OF PLUM CITY	47171
V OF SPRING VALLEY	47181
C OF PRESCOTT	47271
C OF RIVER FALLS	47276

ST. CROIX COUNTY	55000
T OF BALDWIN	55002
T OF CADY ✓	55004
T OF CYLON	55006
T OF EAU GALLE ✓	55008
T OF EMERALD	55010
T OF ERIN PRAIRIE	55012
T OF FOREST	55014
T OF GLENWOOD	55016
T OF HAMMOND	55018
T OF HUDSON	55020
T OF KINNICKINNIC ✓	55022
T OF PLEASANT VALLEY ✓	55024
T OF RICHMOND	55026
T OF RUSH RIVER ✓	55028
T OF SAINT JOSEPH	55030
T OF SOMERSET	55032
T OF SPRINGFIELD ✓	55034
T OF STANTON	55036
T OF STAR PRAIRIE	55038
T OF TROY ✓	55040
T OF WARREN	55042
V OF BALDWIN	55106
V OF DEER PARK	55116
V OF HAMMOND	55136

TAYLOR COUNTY	60000
T OF AURORA ✓	60002
T OF BROWNING	60004
T OF CHELSEA	60006
T OF CLEVELAND ✓	60008
T OF DEER CREEK	60010
T OF FORD ✓	60012
T OF GOODRICH	60014
T OF GREENWOOD	60016
T OF GROVER ✓	60018
T OF HAMMEL	60020
T OF HOLWAY	60022
T OF JUMP RIVER ✓	60024
T OF LITTLE BLACK	60026
T OF MAPLEHURST ✓	60028
T OF MCKINLEY ✓	60030
T OF MEDFORD	60032
T OF MOLITOR	60034
T OF PERSHING ✓	60036
T OF RIB LAKE	60038
T OF ROOSEVELT ✓	60040
T OF TAFT ✓	60042
T OF WESTBORO	60044
V OF GILMAN ✓	60131
V OF LUBLIN ✓	60146
V OF RIB LAKE	60176
V OF STETSONVILLE	60181
C OF MEDFORD	60251

TREMPEALEAU COUNTY	61000
T OF ALBION ✓	61002
T OF ARCADIA	61004
T OF BURNSIDE	61006
T OF CALEDONIA	61008
T OF CHIMNEY ROCK ✓	61010
T OF DODGE	61012
T OF ETTRICK	61014
T OF GALE	61016
T OF HALE ✓	61018
T OF LINCOLN	61020
T OF PIGEON	61022
T OF PRESTON	61024
T OF SUMNER ✓	61026
T OF TREMPEALEAU	61028
T OF UNITY ✓	61030
V OF ELEVA ✓	61121
V OF ETTRICK	61122
V OF PIGEON FALLS	61173
V OF STRUM ✓	61181
V OF TREMPEALEAU	61186
C OF ARCADIA	61201
C OF BLAIR	61206
C OF GALESVILLE	61231
C OF INDEPENDENCE	61241
C OF OSSEO ✓	61265
C OF WHITEHALL	61291

*Checks indicate townships within our District.

APPENDIX B

FIRMS AND LETTERS SENT FOR ASSISTANCE IN AGRIBUSINESS FIRMS IDENTIFICATION

(A) = Associations
(P) = People with Company
(C) = Combination

American Breeders Service, Inc. (P)
Robert Walton, President
DeForrest, WI 53532

Association of Wisconsin Meat Processing (A)
E. J. Fechner
208 N. Prospect
Merrill, WI 54452

Badger Northland, Inc. (C)
Gail E. Jenssen, President
215 W. Second Street
Kaukauna, WI 54130

Dept. of Industry, Labor and Human Relations (C)
Hugh C. Kelly
Director Manpower Utilization Bureau
201 E. Washington Ave.
Madison, WI 53702

Dow Chemical, U.S.A. (C)
J. H. Karwal, Production Sales Manager
P.O. Box 1706
Midland, MI 48640

Elanco Products Company (C)
Richard B. Gilbert, Sales Admin. Assoc.
P.O. Box 1750
Indianapolis, IN 46206

Feed, Seed and Farm Supply Assoc., Inc. (A)
Eldon H. Roesler
Box 90
Nashotah, WI 53058

Gas Association of Wis. Liquefied Petroleum
Mark Vorce (A)
122 Minor Ave.
Ladysmith, WI 54848

Independent Dealers Organization (A)
Ben K. Van Horn, Manager
P.O. Box 127
Fall River, WI 53932

Jacques Seed Company (P)
Charles Jacques, Vice President
Prescott, WI 54021

Mr. Richard Lyn (A)
Farmers Union Central Exchange
718 Monroe Street
Black River Falls, WI 54615

Madison Silos (P)
Div. Chomalloy American Corp.
W. J. Macemon, President
P.O. Box 271
Madison, WI 53701

Nachurs Plant Food Company (C)
Royce Hitchcock, Regional Manager
587 Harper Street
Whitewater, WI 53190

Niagara Chemical Division (C)
V. L. Floen, District Sales Manager
2211 Independence Road
Janesville, WI 53545

Northrup King and Company (C)
Francis Tinker, Manager
3800 Dempsey Road
Madison, WI 53714

Olin Corporation (C)
R. M. Easley, Regional Market Mgr.
1177 N. Warson Road
St. Louis, MO 53132

Oscar Mayer and Company, Inc. (C)
Walter S. Brager, Vice Pres. & Regional Mgr.
P.O. Box 1409
Madison, WI 53701

Pride Company, Inc. (C)
E. B. Moorse, Vice-Pres. of Sales
Glen Haven, WI 53810

Ralston Purina Company (C)
Doyle Cook, Director of Operations
P.O. Box 389
Fond du Lac, WI 54935

A. O. Smith Harvestore Products, Inc. (C)
J. H. Brinker, President
550 West Algonquin Road
Arlington Heights, IL 60007

Stearns Chemical Corporation (C)
George Everitt, President
P.O. Box 3216
Madison, WI 53704

Mr. Marvin Steinke (A)
Executive Secretary
Wisconsin Power Equipment Retail Assoc.
3414 Monroe Street
Madison, WI 53703

Tri-State Breeders Cooperative (P)
Gerald Larson, Manager
Route 3, P.O. Box 50
Baraboo, WI 53913

Vita-Plus Corporation (C)
Lyle Hill, President
P.O. Box 926
Madison, WI 53701

Mr. Arnold Van Thullenar (A)
Executive Director
Wisconsin Dairy Products Assoc., Inc.
22 Threlfall Bldg.
222 South Hamilton St.
Madison, WI 53703

Wisconsin Canners and Freezers Assoc. (A)
Alvin H. Randall
110 E. Main St.
Madison, WI 53703

Wisconsin Chamber of Commerce (C)
Alice C. Taylor, Secretary-Treasurer
Box 1143
Madison, WI 53701

Wisconsin Federation of Cooperatives (A)
122 W. Washington Ave.
Madison, WI 53703

Wisconsin Petroleum Association (A)
Robert P. Pelker
209 N. Midvale Blvd.
Madison, WI 53706

Wisconsin Production Credit Assoc. (A)
Everett Hove, V.P., Agribusiness
375 Jackson Street
St. Paul, MN 55101

Potatoes and Vegetables Growers Assoc. (A)
Harold D. Sargent
P.O. Box 327
Antigo, WI 54409

DISTRICT ONE TECHNICAL INSTITUTE - EAU CLAIRE

620 WEST CLAIREMONT AVENUE
EAU CLAIRE, WISCONSIN 54701

October 25, 1975

Dear Sir:

We are currently doing a study to identify all the agribusiness firms within the area served by District One Technical Institute. Western Wisconsin Technical Institute of La Crosse is attempting to do the same. Further, we hope to identify a present and future employment need in these agribusinesses along with the training needs for those currently employed. This data will be used in program planning by the respective schools.

I would like to ask your help in the identification process. Could you send me the names and addresses of people who are a part of your company that lie within the boundaries of our two school districts (see attached map). If all you have is a state-wide listing, that's fine, too. We will separate them out.

Please feel free to call or write if you have any questions. Thank you in advance for your assistance.

Sincerely,

Donald L. Ahrens

Donald L. Ahrens
Agriculture Coordinator

DLA/mk

Attachment

BRANCH OF AREA VOCATIONAL, TECHNICAL AND ADULT EDUCATION DISTRICT ONE
NORBERT K. WURTZEL, DISTRICT DIRECTOR

DISTRICT ONE TECHNICAL INSTITUTE - EAU CLAIRE

620 WEST CLAIREMONT AVENUE
EAU CLAIRE, WISCONSIN 54701

October 25, 1975

Dear Sir:

We are currently doing a study to identify all the agribusiness firms within the area served by District One Technical Institute. Western Wisconsin Technical Institute of La Crosse is attempting to do the same. Further, we hope to identify a present and future employment need in these agribusinesses along with the training needs for those currently employed. This data will be used in program planning by the respective schools.

I would like to ask your help in the identification process. Could you send me the names and addresses of firms that are a part of your association that lie within the boundaries of our two school districts (see attached map). If all you have is a state-wide listing, that's fine too. We will separate them out.

Please feel free to call or write if you have any questions. Thank you in advance for your cooperation.

Sincerely,

Donald L. Ahrens
Agriculture Coordinator

DLA/mk

Attachment

BRANCH OF AREA VOCATIONAL, TECHNICAL AND ADULT EDUCATION DISTRICT ONE
NORBERT K. WURTZEL, DISTRICT DIRECTOR

DISTRICT ONE TECHNICAL INSTITUTE - EAU CLAIRE

620 WEST CLAIREMONT AVENUE
EAU CLAIRE, WISCONSIN 54701

October 25, 1975

Dear Sir:

We are currently doing a study to identify all the agribusiness firms within the area served by District One Technical Institute. Western Wisconsin Technical Institute of La Crosse is attempting to do the same. Further, we hope to identify a present and future employment need in these agribusinesses along with the training needs for those currently employed. This data will be used in program planning by the respective schools.

I would like to ask your help in the identification process. Could you send me the names and addresses of firms or people that are a part of your company or association that lie within the boundaries of our two school districts (see attached map). If all you have is a state-wide listing, that's fine, too. We will separate them out.

Please feel free to call or write if you have any questions. Thank you in advance for your assistance.

Sincerely,

Donald L. Ahrens

Donald L. Ahrens
Agriculture Coordinator

DLA/mk

Attachment

APPENDIX C

AGRIBUSINESS SURVEY DIRECTION AND SURVEY INSTRUMENT

AGRIBUSINESS SURVEY

Information and/or Directions.

I. General Information - Fill in prior to making visit.

II. Employment.

A. Full Time.
1. Definition - Works 8 or more hours per day, 40 or more hours per week, and 48 or more weeks per year.
2. Persons performing the duties of more than one job title should be reported only in the job title of their greatest responsibility. Count each person only once.

B. Part Time and Seasonal.
1. Definition - Part-time employee works less than 8 hours per day, less than 40 hours per week, and 48 or more weeks per year.
2. Definition - Seasonal employee may be full or part time, but works only at peak business periods during the year.

III. Graduate Followup.

A. Fill out only if firm employes graduate(s) of VTAE agriculture programs.

IV. Occupational Extension Courses.

A. Occupational extension courses are designed to upgrade or extend the skill of persons in their present occupation. These can be offered in the evening or at other times when employed persons may attend. Classes must meet for one two-hour sessions each week for ten weeks or other class lengths and number of sessions that meet the students' needs.

B. Write in suggestions of courses offered by employer.

C. Suggestions for other possible programs are listed. Circle any of these that the employer might suggest.

V. Full-Time Programs.

A. Write in full-time program suggestions.

AGRIBUSINESS SURVEY

I. General Information.

A. Type of Agribusiness: _____

B. Name and Address of Agribusiness: _____

_____

_____

C. Telephone Number: _____

II. Employment Needs

A. Full-Time People: Works 8 or more hours per day, 40 or more hours per week, and 48 or more weeks per year.

Job Title	Number of full-time people NOW	Number of vacancies actively trying to fill NOW	Next 5 years; same size, increase or decrease	Number increase or decrease

B. What do you desire as a minimum educational level for employees entering each of the previous occupational categories? Place a check mark ( ) in the appropriate box(es) for each category to indicate your answer.

Job Title	8th Grade	High School	Bachelor's Degree	Technical Training	Work Experience	No Preference

. Part Time and Seasonal: Part Time: Employee works less than 8 hours per day, less than 40 hours per week, and 48 or more weeks per year.
Seasonal: Employee may be full or part time; but works only at peak business periods during the year.

ob Titles	Part-time Employees	Seasonal Employees	Months Worked by Seasonal Employees: Beginning Month	Ending Month

II. Graduate Followup.

Skip to next section if none of employees are a graduate of VTAE agriculture programs.

ob Title	Name	VTAE District Graduated From	Name of Program Enrolled In	Employer Comments	Employee Comments (optional)

V. Occupational Extension Courses.

A. Please indicate below skill areas you believe your employees need training or additional training in. (And/or see next page for suggested areas of training; circle areas suggested.)

. Full-Time Courses.

A. Suggestions for full-time programs.

AREAS OF TRAINING

BUSINESS

Ag. Financing
Farm Management
Farm Records
Farm Record Analysis
Marketing Farm Products
Farm Income Tax
Farm Law
Insurance
Communication Skills
Personal & Job Behavior
Basic and Related Math
Clerical Practices
Records Management
Inventory Control
Typewriting
Laboratory Procedures
Supervision of Employees
Plant Regulation & Quality Standards
Building & Ground Maintenance
Business Machines
Introduction to Data Processing
Accounting
Merchandising
Bookkeeping

ANIMAL SCIENCE

Beef Production
Swine Production
Sheep Production
Dairy Production
Horse Production
Poultry Production
Animal Nutrition
Feeding Formulation
Animal Health
Artificial Insemination
Dairy Products Handling
Milking Supplies & Equipment
Pet Supplies and Equipment
Meat Products
Bee Keeping

CROPS & SOILS

Basic Soils
Crop Fertilization
Ag. Chemicals
Corn Production
Forage Crops
Small Grain Production
Soybean Production
Horticulture
Small Fruits and Orchards
Woodlot Management
Lawn Care, Ground Maintenance
Landscaping
Soil & Water Conservation
Specialty Canning Crops
Soils & Fertilizers
General Environment

AG. ENGINEERING

Preventative Maintenance
Electrical Systems
Gas Welding
Arc Welding
Painting & Other Preventive Maintenance
Plumbing Maintenance
Farm Buildings (Theory of Construction)
Blueprint Reading and Drafting
Farm Buildings (Ventilation)
Farm Buildings (Material Estimating)
Farm Machinery Repair & Maintenance
Farm Tractor Repair & Maintenance
Material Handling (Selection, Maintenance, Set-up)
Basic Hydraulics
Farmstead Planning
Waste Planning
Petroleum Products & Their Use
Diesel Fuel System
Painting & Body Work
Machine Tool Operation
Electrical & Ignition Systems
Field Adjustment of Machinery
Instrumentation
First Aid & Accident Prevention
Timber Cutting
Landscape Design
Small Engines
Farm Electrical System
Electric Controls & Farm Mechanization
Electric Motors

APPENDIX D

SURVEY INSTRUMENT TABULATION SHEET

. Type of Agriculture _____

. Employment Needs

Job Title	Number of full time people now	Number of vacancies trying to fill now	Next 5 yrs, same size, increase or decrease	Number increase or decrease	Educational Level					
					8th Grade	High School	Bachelor Science	Technical Training	Work Experience	No Preference

I. Part Time and Seasonal

Job Title	Part-time Employees	Seasonal Employees	Months Worked by Seasonal Employees	
			Beginning Month	Ending Month
91				92

AREAS OF TRAINING

BUSINESS

Ag. Financing
Farm Management
Farm Records
Farm Record Analysis
Marketing Farm Products
Farm Income Tax
Farm Law
Insurance
Communication Skills
Personal & Job Behavior
Basic and Related Math
Clerical Practices
Records Management
Inventory Control
Typewriting
Laboratory Procedures
Supervision of Employees
Plant Regulation & Quality Standards
Building & Ground Maintenance
Business Machines
Introduction to Data Processing
Accounting
Merchandising
Bookkeeping

ANIMAL SCIENCE

Beef Production
Swine Production
Sheep Production
Dairy Production
Horse Production
Poultry Production
Animal Nutrition
Feeding Formulation
Animal Health
Artificial Insemination
Dairy Products Handling
Milking Supplies & Equipment
Pet Supplies and Equipment
Meat Products
Bee Keeping

CROPS & SOILS

Basic Soils
Crop Fertilization
Ag. Chemicals
Corn Production
Forage Crops
Small Grain Production
Soybean Production
Horticulture
Small Fruits and Orchards
Woodlot Management
Lawn Care, Ground Maintenance
Landscaping
Soil & Water Conservation
Specialty Canning Crops
Soils & Fertilizers
General Environment

AG. ENGINEERING

Preventative Maintenance
Electrical Systems
Gas Welding
Arc Welding
Painting & Other Preventive Maintenance
Plumbing Maintenance
Farm Buildings (Theory of Construction)
Blueprint Reading and Drafting
Farm Buildings (Ventilation)
Farm Buildings (Material Estimating)
Farm Machinery Repair & Maintenance
Farm Tractor Repair & Maintenance
Material Handling (Selection, Maintenance, Set-up)
Basic Hydraulics
Farmstead Planning
Waste Planning
Petroleum Products & Their Use
Diesel Fuel System
Painting & Body Work
Machine Tool Operation
Electrical & Ignition Systems
Field Adjustment of Machinery
Instrumentation
First Aid & Accident Prevention
Timber Cutting
Landscape Design
Small Engines
Farm Electrical System
Electric Controls & Farm Mechanization
Electric Motors

VE 009 694